



# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

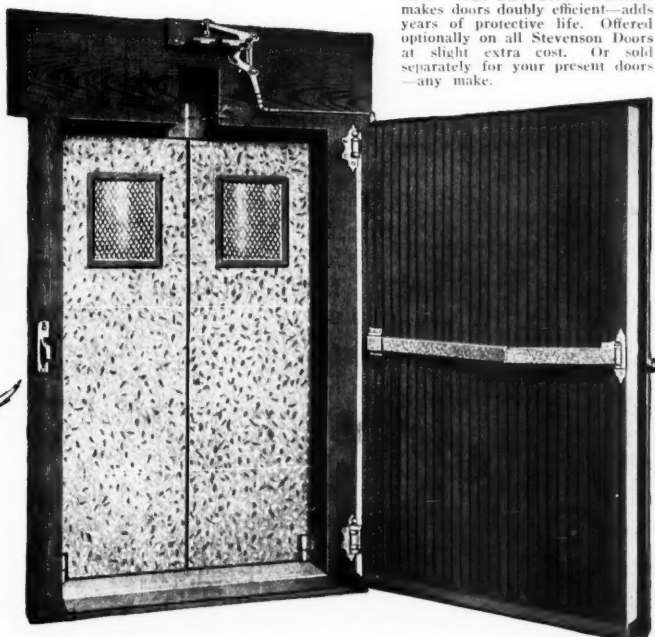
Volume 81

AUGUST 3, 1929

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7th FLOOR

Number 5

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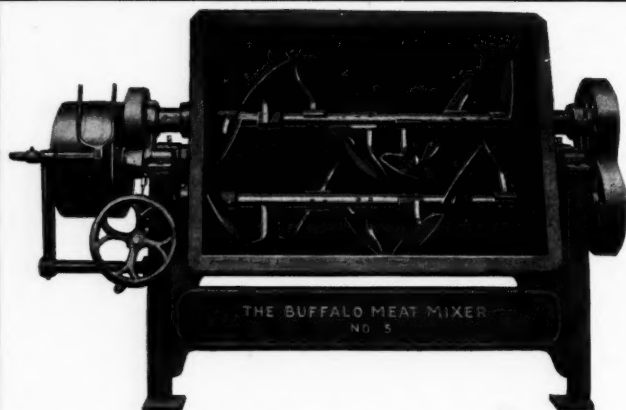
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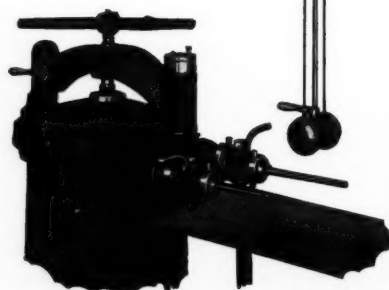
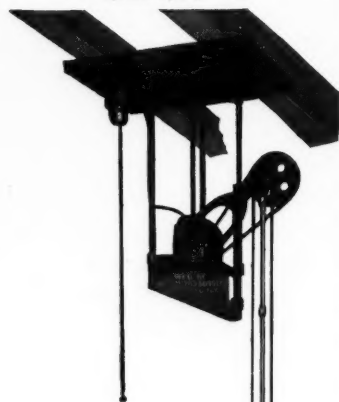


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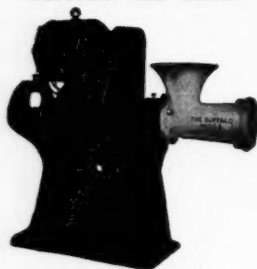


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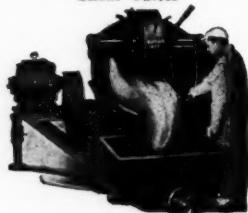
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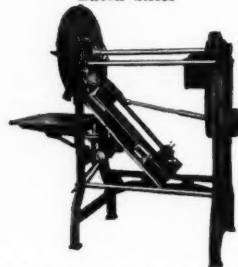
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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Chicago and New York

## Washing Meats Better with Less Labor Cost

*One Packer Saves Time and Money  
by Automatic Washing of Cured  
Meats and of Sheep Carcasses*

### V—Reducing Meat Plant Washing Costs

Packers are finding high pressure washing a valuable aid in reducing cleaning and washing costs, and in bettering the quality and the appearance of products.

But the meat packer who has high-pressure pumps installed in his plant is not living up to his possibilities if he does not study to make further savings by eliminating the human element in cleaning operations as far as possible.

While it is not possible to do away entirely with labor in these operations, some processes can be made automatic and others semi-automatic. In each case there is a worth-while saving.

The problem is to get the water where it is needed, and keep it from going where it is not needed, or where it would be injurious.

Some applications are comparatively simple. In other cases, the human element is necessary—as in washing out bruises.

One Chicago plant is automatically washing the outside and inside of sheep carcasses and meats coming from cure, with a considerable saving of time and labor.

In each case the method employed is simple, and can be put to use in other plants without a great deal of expense.

This is the fifth of a series of articles on the use of high pressure water in the

meat plant. The first, "New Washing Method Saves Labor and Product," appeared in THE NATIONAL PROVISIONER of May 12, 1928; the second, "Cutting Down the Cost of Beef Washing," July 21, 1928; the third, "Getting the Most From Pressure Washing," September 22, 1928; and the fourth, "High Pressure Washing in the Meat Packing Plant," December 22, 1928.

### Automatic Pressure Washing

High pressure washing has made a place for itself in the meat packing plant.

A short time ago it was an experi-

ment; today there are few plants not using it, or not planning to use it.

Not only has its use been extended among meat plants, but more uses are being found for it within the plant.

In this connection it is interesting to note that cleaning work formerly done by hand is now being done automatically in many instances. In fact, in some operations it is now possible—through the use of ingenious arrangements for applying the water—to do away entirely, or very largely, with labor formerly used on this work.

### Cut Down Gang on Beef Rail.

Perhaps the first semi-automatic application of high pressure water for carcass washing was made in the New York plant of Wilson & Company. This arrangement was described and illustrated in the July 21, 1928, issue of THE NATIONAL PROVISIONER. It was devised by Ed Shute, superintendent of the plant, and was awarded first prize in the 1928 prize idea contest of the Institute of American Meat Packers.

In this case the beef rail washing gang was reduced from five workmen to one. His duty is to switch retained carcasses into the retaining room and to wash out bruises. Carcass washing in this plant was done formerly with brushes.

Lately there has been worked out in the plant of Armour and Company, Chicago, an arrangement for washing sheep carcasses automatically with high pressure water.

Formerly 6 men with brushes did this



WASHING OUTSIDES OF SHEEP CARCASSES.

This cabinet is installed at a point on the rail immediately following the removal of the skins. Insides are washed immediately following evisceration. In both cabinets the sprays are so placed and the streams so directed that no water is splashed on the rail.

work. With the new arrangement the need for 5 of these workmen has been done away with. Also, in the opinion of those competent to judge, the washing is more thorough and the carcasses present a much better appearance than when washed by hand.

#### How the Work Is Done.

The method is very simple. The apparatus consists essentially of two sheet iron cabinets at two points on the rail—one immediately behind the point where the skin is removed, and the other at the point where eviscerating is completed.

These are equipped with high-pressure nozzles so arranged that the water will reach all points outside and inside the carcass. A pressure of 350 lbs. is used. Flaps at the entrance and exit of the cabinets prevent the escape of water. By directing the water downward it is kept off the rail.

The travel of the carcasses on the rail is not interrupted during the cleaning process. In fact, it has been found that the cleaning is done quickly and thoroughly no matter how fast the carcasses come to the cabinets. In the Armour plant as many as 1,000 sheep an hour are washed in these cabinets.

These cabinets take up much less space on the rail than was formerly occupied by the hand washers. Seventeen nozzles are installed in the cabinet in which the outside of the carcasses are washed, and four nozzles in the one in which the insides of the carcasses are washed.

#### Washing Hams and Bellies.

There has also been worked out in this plant an automatic arrangement for washing hams, bellies and other meats coming out of cure.



WASHING MEATS OUT OF CURE.

Two of these washing cabinets are installed. As the meat is carried into the first the top and sides are washed. The meat is then turned by hand and the process repeated in the second cabinet.

The use of high pressure water for meat washing eliminated the need for three workmen.

In this case, also, two cabinets are used. These are built over a traveling table and are identical in design.

The meats coming out of cure are placed on the table and pass through the first cabinet, where the top and sides are showered with the high pressure and thoroughly cleaned. Eight nozzles are installed in each cabinet. Six of these spray down and two wash the sides.

As the meats emerge from this first table they are turned by hand and pass through the second cabinet, where the operation is repeated on the other side.

These cabinets are similar in construction to those used for sheep washing, being built of sheet iron on angle iron frames. They measure 42 in. long and 30 in. high. A pressure of 350 lbs. is used.

#### How Apparatus Should Be Placed.

Packers who are planning to build similar washing devices might have to do a little experimenting to determine how long the cabinets should be, and how many nozzles should be installed. These factors will be determined by the amount of meat that is washed hourly.

Fountain hand brushes and four men were formerly used in this plant to wash meats coming out of cure. The need for three of these workers no longer exists. The one worker retained turns the meat as it comes from the first washing cabinet.

Plans are now being made to do away with the need for this worker by installing an apparatus for turning the meats.

Extending over the traveling table at a point shortly after it emerges from the second cabinet is a piece of one-inch pipe perforated at close and regular intervals along the bottom, and connected to the gas and air supply. This is placed so that when the gas is ignited the tip of the flame comes very close to a belly passing under it. Considerable of the moisture is dried off the meat in this manner, and the time for drying in the smokehouse is reduced.

In this case also, it is reported, the cleaning is done more thoroughly than was formerly the case when the work was done by hand. Also the appearance and quality of the meat is better.

#### Trying It With Beef Heads.

Another washing device being experimented with in this plant will wash beef heads.

As now worked out it consists of a sheet iron cabinet built sufficiently high to permit a truck load of heads to be run into it. The nozzles are installed on trolleys so that they may be moved back and forth over the load.

This arrangement works very well, but it is thought the washing can be made automatic and considerable labor saved. The plan is to have the nozzles operated back and forth over the load by power rather than by hand.

If this plan is worked out the workman will only have to shove the truck into the cabinet and start the device operating. While the heads are being washed he can be getting another load of heads ready.

Watch the "Wanted and For Sale" page for business opportunities or bargains in equipment.

## Steps Forward in Abolishing Bad Packers' Trade Practices

Following the approval by the Executive Committee of the Institute of American Meat Packers of eleven resolutions recommended by the Institute's Commission on Elimination of Waste for consideration at a trade practice conference, chairman F. Edson White has called another meeting of the Commission for Friday, August 16, to consider additional recommendations.

At some of the regional meetings which were held in June throughout the country to consider the previous recommendations of the Commission representatives of member companies in attendance made a number of additional suggestions, and it is to consider such suggestions that the meeting of the Commission is being held.

Some of the suggestions have been referred to the Committee on Distribution Problems, and this committee will meet in the morning of August 16, to study them and to make a report of their findings to the Commission on Elimination of Waste, which will meet in the afternoon.

Following the action by the Commission, another meeting of the Executive Committee of the Institute will be held some time in the near future. At this meeting the second report of the Commission will be reviewed. The program of resolutions on trade practice will be drawn up for presentation to the Trade Practice Conference of the industry, to be held at the time of the Institute convention in the fall.



# Will Fresh Meats Be Wrapped and Packaged?

## Recent Developments and Experiments Open Up an Interesting Question for the Consideration of the Meat Trade

Is it possible to wrap and package fresh meats?

What form — wrapper, carton or can — will this take?

Must fresh meats be frosted before merchandising them in package form?

Experiments with frosted (quick-frozen) meats have demonstrated that they have a fine flavor and that they may be handled by the housewife just as fresh meats are handled.

On beef, quick frosting has the effect of "ageing," so far as flavor and tenderness are concerned.

### Effects of Quick Freezing

In the case of pork chops, the meat is mealy, tasty and without even a suggestion of toughness, and is finely flavored.

Such frosted products can be handled in distribution with little risk, as only a reasonable amount of refrigeration is required to insure their reaching the consumer in good condition.

Assuming that fresh meats can be successfully handled in this manner, the next question is, "Will the consumer buy them?"

The trend toward buying packaged foods is strong. There is a good deal to be said for packaged meats, not only from the standpoint of the consumer, but from that of the packer and retailer as well.

### The Packer's Situation

For some years the packer has recognized that he was at the mercy of a buyers' market. He must satisfy consumer preference.

Consumer demand appears to be showing a strong package trend. The consumer is more and more a hand-to-mouth buyer. How can the packer prepare his product to serve best this ultimate buyer?

The answer appears to be by an increasing percentage of packaged meats.

But the packer may think this is not economical; there is the added burden of breaking up the

beef and lamb carcass in his plant for consumer use. He prefers to sell a whole or half carcass.

Looking into the future, he may find that his greatest economies and profits are to be found in giving the meat consumer what he or she wants.

At the same time every packer selling packaged fresh meats has the advertising advantage of carrying his name direct to the ultimate consumer.

### Effect on the Retailer

As for the retailer, if he can buy his meats ready for sale, he can graduate from a meat cutter into a meat merchandiser.

In other words, he can concentrate his whole effort on selling.

This applies whether meats are merchandized frozen or fresh—

if they are in package form.

He will need no box for "shop fats"—that leak in all retail meat markets through which so many dollars disappear.

He will suffer no cutting loss, and a shrinkage in no sense comparable to that experienced when he breaks up the carcass or side in his own retail market.

He will have on hand in package form only such cuts as his trade demands. He will be in position to study his trade and serve what it demands.

He may start with a limited number of packaged cuts, and when he wishes to experiment with the sale of other cuts new lines can be added. Thus he would have many advantages if his meats were cut and attrac-



A PACKAGE WITH SALES APPEAL.

Few meat packers deny the merchandising advantages of putting up fresh meats in wrappings and packages, but many feel that an economical, practical method of packaging is yet to be developed. At least one packer is doing experimental work to determine the practicability of packaging unfrosted fresh meats, and others are giving thought and study to packaging and quickly freezing consumer cuts.

The steaks shown here were wrapped in cellophane, packed in the container and frozen by one of the quick-freezing methods developed recently in the fish industry.

tively wrapped before they reach his market.

### Advantage to the Consumer

The consumer will find an advantage in that she can buy just what she wants.

She will find packaged for her convenience just the number of chops she needs to serve a given number of people. Her steaks may be bought individually, or she may buy a package of two, three or more.

She can be served quickly with an appetizing product ready to cook.

Various sized roasts, boiling pieces, stews and ground meats might be prepared to be handed out as needed, or to be kept under refrigeration until absorbed within a reasonable time.

Perhaps this vision of packaged fresh meats will find its realization sooner than either packers or retailers expect it.

Experimentation on both frosted and unfrosted forms of packaged meats is under way in many directions. It may reach a practical commercial stage sooner than many people imagine.

The following is a discussion by a meat trade expert of the merchandising of frosted fresh meats in package form. Packaging of fresh meats without freezing will be discussed later.

## Merchandising Fresh Meats

By a Trade Observer.

Quick freezing—particularly methods developed for freezing fish—has opened up some interesting subjects for speculation in the meat industry.

Among these are the following:

*Can improvements be made in marketing many cuts of fresh meats.*

*Can meat products be prepared so as to insure as good or better quality and flavor, and can economies be effected in preparation and in distribution.*

There has been improvement in the merchandising of many packinghouse products, particularly processed meats such as "ready-to-serve" specialties, lard and other products that lend themselves readily to wrapping and packaging.

The practice of wrapping and packaging meats is undoubtedly in its infancy. The retailer and the consumer like to handle and buy meats prepared in this manner, and it is generally conceded that wrapping and packaging have increased meat consumption.

### Breaking Down the Carcass.

One packer, in discussing the trend in packaging the products of the meat plant, and the interest being shown in wrapping and packaging fresh cuts,

expressed the opinion that the way was paved when the packer started the practice of breaking down the carcass and selling wholesale cuts.

"It is easier," he said to me, "to sell carcasses than halves and quarters, and less trouble, bother and expense to sell halves and quarters than to divide them into wholesale cuts. But when did any firm or industry grow by taking the easier way?"

"All industry is built on service. 'He prospers most who serves best' is a business axiom the far-sighted executive never loses sight of.

"The desire to give better service to the retailer was the underlying cause for wholesale cuts. The desire to give better service was the factor which caused the packer to continue the breaking down process in some cases, and to wrap and package many processed meat products.

"The desire to give better service is the reason why more processed meats will be wrapped and packaged and why, I believe, wrapped and packaged fresh (frosted or unfrosted) cuts may not be so far away."

### Survey Shows Packaging Possibilities.

In one large meat plant there was made recently a comparative study of the economies involved, the costs, the processing and merchandising factors and the probabilities of profits in marketing wrapped and packaged frosted and unfrosted cuts as compared with marketing wholesale cuts.

Included in the survey were the following products: Livers, sweetbreads, hearts, tongues, brains, steaks, chops, tenderloins, rolled roasts, etc. Quick freezing was considered when it seemed probable there were processing and merchandising advantages to be gained by resorting to it.

This packer has not made public his findings in detail. But he has intimated that packers who go into the subject as thoroughly as he has may find that wrapping and packaging fresh cuts (either frosted or unfrosted) is not as uneconomic in many cases as it appears to be on the surface.

The same economic principles that influenced other food manufacturers to discontinue selling in bulk and to package their products are active in the meat industry.

### Consumer Will Pay for Convenience.

Costs may be higher in some cases, he says. Other branches of the food industry also found this true in some instances. But, he thinks—as has been the case with breakfast foods and many other food products—wrapping and packaging will give the packer the opportunity to advertise and merchandise more efficiently, effect basic economies

and build volume that will eventually absorb this higher cost.

And he is not so sure, with the facilities and the trained workers available, the knowledge by which carcasses can be cut more scientifically and efficiently, and the proper equipment for conserving labor and waste, that the cost to the consumer of at least some cuts will be much if any greater.

And if it is somewhat higher, he says, the consumer will be willing to pay it. For the added cost she will get a better product; in buying trademarked goods she knows where the responsibility lies; she can shop easier and quicker, and the product reaches her ready for the pan or oven.

### Other Side of the Picture.

Another packer who has been studying the merchandising angle of wrapped and packaged meats has not been unable to arrive at any conclusions as to whether or not the practice, if it becomes general, will be good for the industry.

On the one hand he sees where general wrapping and packaging of meats and meat products may make it possible for greatly increased competition in the retail industry.

Wrapping and packaging fresh cuts, he says, will make it easier for the little fellow and the one without much financial responsibility to get into the business. Wrapping and packaging may increase the number of outlets for meat, make the problem of the small order more acute than it is today, increase the packer's credit troubles, and increase selling and merchandising costs.

The other side of this picture is this:

Better efficiency in the retail store; better merchandising methods; better ethics, and a more profitable business for the retailer.

### Effect on Retail Methods.

Much of the troubles in the retail store today, he says, are due to price competition.

When a retailer can buy his merchandise wrapped and packaged he should know exactly what it costs him, and what he must get to make a profit. Many retailers, when they buy a side, quarter or even some wholesale cuts, do not know how to price the meat to get a reasonable profit out of it.

In many cases it is priced so low that the retailer cannot make a profit. This would not in itself be serious if this retailer by his action did not establish a market that makes it difficult for his competitors to get the proper prices and make a profit.

Wrapping and packaging, he says, will take more retail meat dealers out of the meat cutter class and place them in the merchant class.



#### QUICK FREEZING MAKES POSSIBLE WRAPPING AND PACKAGING OF MANY FRESH MEATS.

Packers who have had the opportunity to compare cooked meats that have been quickly frozen with cooked unfrosted meats are unanimously of the opinion that the former is of better quality and flavor, and that the appearance before and after being defrosted compares very favorably with the unfrosted.

The lamb chops and kidneys in this illustration were wrapped in cellophane and packaged before being frozen.

In this connection, it is interesting to note, even those not connected with the meat industry are thinking of the possibilities of marketing fresh meats in wrappings and packages.

#### View of An Outsider.

In a recent issue of "The Nations Business," the official organ of the Chamber of Commerce of the United States, there was published an article entitled, "Meat Marketing Faces a Change," written by Harrison E. Howe, editor of the Journal of Industrial and Engineering Chemistry. The article deals with the merchandising possibilities and the probable advantage to packers, retailers and consumers of wrapping or packaging and quickly freezing the retail cuts of fresh meats.

In commenting on this article "The Nation's Business" says: "The man who buys a beefsteak now does so either because he knows something of meat or because he has faith in his butcher. But if meat is packaged and sold as 'Swift Dollar Steak' or 'Armour's Pink Label Pork Chops,' then will come another upsetting of industry."

#### Selling Packaged Fresh Meats.

Will fresh frosted and unfrosted meats be packaged?

Present indications are that they will be; in fact, a start has been made.

One packer has been merchandising fresh frozen pork chops in pails. Although he has been in this business but a short time, it is said that his volume on this merchandise has increased, until he now has from ten to

twelve girls in the pork chop packaging room.

Another packer in the Central West is wrapping pork chops and frosted beef loins and finding ready markets for them. He reports that he is ready to undertake the wrapping or packaging of other fresh cuts.

One large packer has been making lengthy experiments on the wrapping and packaging of unfrosted fresh cuts. It is reported that another packer in the same city has progressed in his preliminary work to the point where he will soon have a number of frosted and unfrosted fresh cuts on the market.

#### Must Cut More Efficiently.

The tendency at present seems to be to give consideration first to these fresh cuts that can be wrapped or packaged unfrosted, to go slow and make sure of one's ground, to work out cutting, wrapping and packaging, selling and merchandising problems as they come up, and to add new items of merchandise as experience is gained and as markets for additional wrapped and packaged products become apparent.

These who have been giving thought and study to wrapping and packaging fresh meats have been greatly concerned about the methods to be employed to make the package ready for the retail shop.

They believe that it may be necessary to develop more efficient methods of breaking down carcasses so as to get out of them more cuts that lend themselves better to wrapping or packaging, to get more higher grade cuts

out of each carcass, and to develop means for doing the cutting and preparation quickly, efficiently and with the least waste.

#### Economy Sought in Methods.

In the larger plants—particularly where a large business will be done in wrapped and packaged fresh cuts—packinghouse engineers are visioning machines that will cut a pork loin, for example, in one or two operations, automatic wrapping machines, conveyors and other time and labor saving devices.

It makes no difference whether a loin is cut in the retail shop or in the packing plant—the customer pays for the cutting and wrapping. If the plant can do it cheaper and more efficiently the saving will eventually find its way to the housewife.

The packer must be paid for this labor, and it is to his advantage to do it as economically as possible. One large packer has developed a machine for cutting loins, and it is said that one of the machinery houses will soon have such a machine on the market. This same firm, it is understood is also giving thought to other machines and devices that will save time and labor.

#### Quick Freezing Must Be Considered.

Some believe the question of quick freezing must be taken up in connection with wrapping and packaging fresh cuts. Quick freezing, it is quite generally recognized, makes possible the wrapping and packaging of some cuts that, perhaps, could not be

(Continued on page 49.)



### Packers' Traffic Problems

Comment and advice on transportation and rate matters of the meat and allied industries. For further information, write The National Provisioner, Old Colony Bldg., Chicago, Ill.

#### COLLECTING ON DEAD HOGS.

A traffic representative of one of the packers asks what success has been met with in securing full settlement on dead animal claims, where no negligence on the part of the carrier can be developed. He says:

Editor The National Provisioner:

In connection with a recent article in THE NATIONAL PROVISIONER under the heading "Hogs Dead in Cars," we would like to inquire what success has been attained through this and the previous articles in securing 100 per cent settlement on dead animal claims, where no negligence can be developed with the carrier.

You mentioned in this article where carriers ran by the drenching stations. We do not know of any instance where carriers have declined to settle our claims in full where negligence occurred, and the carrier referred to in the article should not be classed with the very large majority of carriers who do not pay claims of this nature on a 100 per cent basis.

We are interested in knowing what carriers are paying 100 per cent where no negligence can be developed. We mean, of course, where such payments are made without legal action having been instituted.

In reply to this inquiry—as to what carriers are paying claims in full where negligence of the carrier can not be developed—it may be said that *it is not the duty of a shipper of an unaccompanied shipment to develop negligence, but merely to establish a prima facie case of neglect.* This is mentioned in connection with the matter of drenching.

Not one case is known of improper drenching or failure to drench where carriers have admitted it, except when they were caught with the goods.

As a matter of fact, it appears to be the practice of many carriers to make their "customary" offer of 50 per cent without anything resembling an investigation. Cases are known where claims were sent from Chicago to Atlantic coast cities and replies received back in Chicago two days later, offering 50 per cent and claiming that investigation showed no rough or improper handling.

It is obvious that there could have been no investigation worthy of the name in that time. Moreover, crews do not report rough handling, failure to drench or other incidents which might bring them disciplinary action.

The records appear to show that as a general proposition Eastern carriers do not pay 100 per cent except when forced to. Evidence of delay tells its own story; wrecks are easily shown, etc. But hidden defects in service are not known to the shipper and rarely, if ever, disclosed by the claim agents.

Incidentally, it may be stated that many small packers frequently report that claim agents seek to get them to accept 50 per cent on their claims on the strength of the argument that the "other packers are satisfied to get 50 per cent." There may be many reasons why this is true, but it is of interest in showing how one packer is being played against the other.

It would seem to be a foregone conclusion that concerted action by large and small packers would break up this almost universal action on the part of claim agents and cause claims to be paid on their merits.

It has never been the contention of THE NATIONAL PROVISIONER that all claims should be paid in full. On the contrary, a fair investigation would show that many are worthless. However, the claimant is entitled to know the facts before he is asked to cancel or compromise claims.

It is believed that previous court decisions fully justify the position taken in the articles which have appeared in THE NATIONAL PROVISIONER.

Packers who are not collecting their just due from the railroads on claims for livestock injured or killed in transit, losses due to shrinkage, etc., are invited to write THE NATIONAL PROVISIONER, stating the facts in full.

Copies of the complete series of articles on "Livestock Shipping Losses" may be had on application to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

#### F. J. GARDNER RETIRES.

With the retirement of Frank J. Gardner on July 15 after 42 years of continuous service with Swift & Company, the meat packing industry loses from its active ranks one of its most respected figures. Mr. Gardner will make his home in Claremont, Calif.



FRANK J. GARDNER.

As operating executive in many capacities with Swift & Company, as consulting superintendent and head of the company's operating research activities, and as chairman for a term of the Committee on Packinghouse Practice of the Institute of American Meat Packers, Mr. Gardner came to be recognized as one of the industry's authorities on packinghouse practice and operation.

His human side was manifest here, as in the employee welfare work in which he also took a leading part. He had as many friends as he had acquaintances in the industry, and his genial presence and kindly counsel will be missed.

He began with Swift as a construction worker on the Kansas City plant in 1887, under his brother, H. C. Gardner, then head of the company's construction department, and since recognized as the dean of the packinghouse and refrigeration engineering fraternity. In a month Frank was transferred to the company's oleo department at Chicago, and six months later was made oleo foreman at Kansas City.

In 1890 the company was exporting dressed beef in ice and salt, and he was sent abroad to change the system over to mechanical refrigeration. In a few years he was made master mechanic, then assistant to the construction head, and in 1897 was put at the head of a new department to develop meat curing along modern lines.

In this field he became famous, and continued to develop these lines until 1919, when he was made consulting superintendent and later head of the company's operating research department. Research within his own company, and in the industry as a whole, owes a great deal to his keen and broad-minded efforts.

#### CANADA PACKER DIRECTORS.

The number of directors of Canada Packers, Limited, Toronto, Canada, was increased from seven to sixteen at the annual meeting held in Toronto on July 23, 1929. As a result, the officials of the companies merged in 1927 under the name of Canada Packers, Limited, now are grouped in the one board of directors.

The new board of directors of the company is composed of J. S. McLean, E. C. Fox, T. F. Mathews, W. T. Harris, Stanley G. Brock, N. J. McLean, W. S. Cameron, R. W. Perry, Joseph Harris, John T. Agar, Gordon S. Mathews, A. L. Lang, R. J. McLaughlin, H. J. McLaughlin, D. C. Wells and R. F. May.

Officers of the company are: President, J. S. McLean; vice-presidents, E. C. Fox, T. F. Mathews and W. T. Harris; secretary-treasurer, Stanley G. Brock; general manager, N. J. McLean; general sales manager, A. L. Lang.



## Cutting Transportation Costs by Reducing Weight of Truck Body

Not the least of the factors that go to make up the total cost of transporting meats and meat products by automobile truck is the weight of the truck itself and the weight of the truck body.

Much work has been done by truck manufacturers to lessen truck weights without sacrificing strength and ruggedness. Many new alloys have aided them in this endeavor. Today it is possible to secure a carrying capacity per pound of truck weight greatly in excess of what was possible a few years ago.

Attention is now being directed to reducing the weight of truck bodies. Electric welding, in the case of steel bodies, is but one step forward in this respect. With butt-welded joints the extra weight of the metal necessary to form a lap, and the weight of the rivets, is eliminated.

New materials—new at least so far as their use for truck bodies is concerned—are also being experimented with. Among these is aluminum. Bodies of this metal are now being manufactured in rather larger quantities, it is said. And in many instances a resulting saving is being made that is worth while.

One of the large packers is experimenting with an aluminum body on a truck used for hauling meat and meat products. From the information available at this time, it would seem that the use of bodies made of this metal deserves the thought and study of other meat packers who are interested in reducing their truck transportation costs.

The truck fitted with this aluminum body is operated out of a branch house in one of the larger Eastern cities and travels about 80 miles each day. The truck, with aluminum body installed, weighs 7,670 lbs. Previously, with a wood body, the truck weighed 8,460 lbs., or 790 lbs. more than with the present type of body.

According to fleet operators who have studied this truck and its performance, the decrease in weight—in other words, its ability to carry 790 lbs. more of pay load—will pay for the truck and body in 900 working days.

The front, sides, flares, running boards, tailgate, frame, cross and longitudinal members of the body are of aluminum. The floor is of 1½-in. oak stock.

The Fried and Reineman Packing Co., Pittsburgh, Pa., is also using aluminum bodies on at least some of its trucks. In this case the bodies of the GMC 2-ton trucks were reduced in weight 1,000

lbs. by the use of strong aluminum alloys.

The initial cost of aluminum bodies is, of course, higher than that of wood or steel bodies, but this is partially offset by the scrap value of an aluminum body, which is several hundred dollars.

### 1929 PRIZE IDEA CONTEST.

Thirty-three entries had been received in the contest for the 1929 awards for ideas conducted by the Institute of American Meat Packers at the time the contest closed on July 15, according to H. D. Tefft, director of the Institute's Department of Packinghouse Practice and Research, to whom the entries were submitted prior to their consideration by the Special Committee on Awards of the Institute, under whose direction the project is being held.

The ideas which the participants have entered are now being reviewed by the Special Committee on Awards, of which H. P. Henschien is chairman.

As was announced previously by the Institute, the sum of \$1,000 was made available for cash awards for the best practical operating ideas developed during the year and presented to the committee for consideration. The announcement and presentation of the awards will be made at the Institute's convention to be held in the fall. An effort will be made to have winners present at the convention to receive the awards.

Packinghouse men have continued to show considerable interest in this project, which has been conducted by the Institute for the past five years.

Its immediate aim is to increase the general operating efficiency of the industry and widespread adoption of many of the ideas has followed the awarding of prizes in previous years.

The division of the \$1,000 which is available for these awards is left to the discretion of the Committee. The amount awarded to any one contestant will depend entirely upon the merit of the idea entered.

### EQUIPPING A PACKING PLANT.

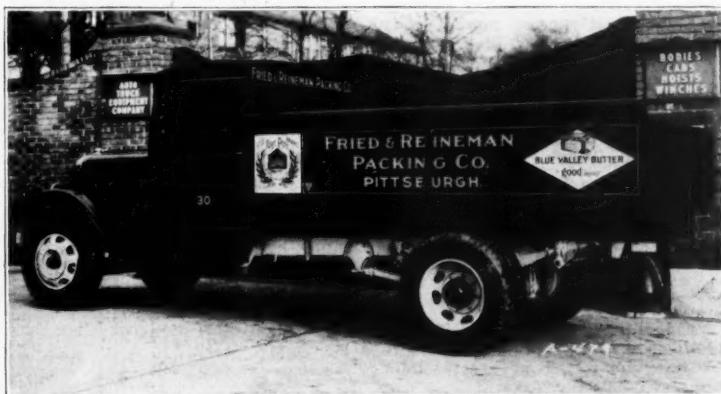
The Boise Butcher Company, pioneer packers of southern Idaho and eastern Oregon, are making extensive alterations and additions to their plant at 31st and Madison street, Boise, Idaho. New additions provide for a large curing room, beef cooler and engine room and alterations in other departments allow for a larger sausage kitchen, lard room and wrapping department. A seven-ton York and a fourteen-ton Frick machine have been added to present refrigeration equipment, and as soon as alterations are completed additional equipment will be installed in other departments.

These changes provide not only for increased production but also improved facilities for manufacturing the company's products. When completed the Boise Butcher Company believe they will have one of the best-equipped small plants in the Northwest.

### AUSTRALIAN MEAT EXPORTS.

Exports of meat from Australia during May, 1929, according to advices to the U. S. Department of Commerce, were as follows:

	Mutton, carcasses.	Lamb, carcasses.	Beef, quarters.
To United Kingdom	9,907	14,180	27,923
Other countries	5,218	6,002	17,802
Total export	15,125	20,181	45,725



MEAT PLANT TRUCK EQUIPPED WITH ALUMINUM BODY.

The Fried and Reineman Packing Co., Pittsburgh, Pa., reduced the weight of the bodies of its 2-ton trucks 1,000 lbs. each by using aluminum alloys. Another packer replaced the wood bodies on his trucks with bodies of aluminum and saved 790 lbs. per truck.

In this manner these packers have been able to increase pay loads without increasing truck weights and operating costs. It is estimated in one case that the saving made will pay for the truck and body in 900 working days.

## Financial Notes

News Notes and Practical Pointers  
on the Money Side.

### HYGRADE TAKES OVER ALLIED.

Announcement that the Hygrade Food Products Co. would acquire the business and five plants of the Allied Packers, Inc., at the same time undertaking new financing to provide for the expansion, was made on July 31 by Samuel Slotkin, president of the Hygrade Food Products Co.

The company has arranged to sell \$3,600,000 first and refunding mortgage convertible 6 per cent gold bonds, series A, to provide funds for the acquisition and for the discharge of certain current obligations against the properties.

A total of \$6,000,000 of the new bonds has been authorized, of which \$3,600,000 will be outstanding and convertible at \$50 a share of common stock. Following these series A bonds will be \$1,400,000 of series B, which will be convertible into common at \$62.50 a share. Existing underlying first mortgages amount to \$892,400 and outstanding common stock will total 286,309 shares of an authorized issue of 500,000 shares.

The Allied plants taken over are those of the Western Packing Co., Chicago; Parker, Webb & Co., Detroit, Mich.; Klinck Packing Co., Buffalo, N. Y.; F. Schenck & Sons Co., Wheeling, W. Va., and Chas. Wolff Packing Co., Topeka, Kas.

### NOTES OF "NEW COMPETITION."

The Deerfoot Farms Company of Boston, Mass., producers of the well-known Deerfoot Farm sausage, has been acquired by the National Dairy Products Corporation.

The Glidden Company of Cleveland, paint and varnish manufacturers, have acquired E. R. Durkee & Co. of New York, who for more than 80 years have been engaged in the manufacture of salad dressings and similar products. American Linseed is another of the large paint and varnish manufacturers which have entered the food field through the manufacture of margarine, edible oil and vegetable cooking products.

Standard Brands, Inc., is the name of the holding company combining the Royal Baking Powder Co., the Fleischmann Yeast Co. and the E. W. Gillett Co., Ltd., the latter a Canadian corporation. Each of these companies will retain its identity and operate under its own name.

### FINANCIAL NOTES.

For the quarter ended June 29, 1929, Adolf Gobel, Inc., and subsidiaries report a net loss of \$25,808 after interest, depreciation, federal taxes, dividends on preferred stock of subsidiaries and minority interest. For the six months period ended June 29, the surplus amounted to \$296,650 or 69c a share on common.

A net loss of \$1,594,394 is reported by the American Hide and Leather Co. for the six months ended June 30 after

deducting charges, reserves for contingencies and inventories. This compares with a net loss of \$1,366,664 for the 18 months ended June 30, 1928.

The earnings outlook of the Mathieson Alkali Company have been sufficiently favorable to give the company's stock a strong position on the market. Demand is based on the expectation that the second quarter's earnings would be good. In the first quarter of the year the company reported a net income of \$506,675 as against \$429,463 in the same period last year.

### STRAUSS-ROTH MEAT CHAIN.

An offering of 30,000 shares of common stock of the Strauss-Roth Stores, Inc., a New Jersey corporation organized to acquire and operate a large chain of meat stores, was made on July 1, at \$17.50 per share. Combined net sales of the stores being acquired by the corporation amounted to \$6,479,756 for the year ended February 2, 1929. It is estimated by Nathan Strauss, under whose management the stores will be operated, that the annual earnings of Strauss-Roth Stores available for this stock after all charges, should be at least \$160,000. This organization has grown out of a business originally established in 1888 with a cash investment of \$1,000 and has had no public financing up to the time of the present stock issue.

### PACKER STOCK QUOTATIONS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on July 31, 1929, or nearest previous date, together with the number of shares dealt in during the week and the closing prices on July 24, or nearest previous date, were as follows:

	Sales, Wk. ended July 31.	High. %	Low. %	—Close— July 31.	July 24.
Allied Pack....	800	31	31	31	31
Do. Sr. Pfd....	100	1	1	1	1 1/4
Amal. Leath....	800	6	5 1/2	6	5 1/2
Do Pfd....	200	6 1/2	6	6 1/2	6
Am. H. & L....	1,100	6 1/2	6	6	6
Do Pfd....	300	33 1/2	33	33 1/2	32 1/2
Amer. Stores....	1,300	66 1/2	66 1/2	66 1/2	69 1/2
Armour A....	17,900	11	10 1/2	11	11 1/2
Do B....	13,800	6	5 1/2	6	5 1/2
Do Pfd....	500	73	72 1/2	72 1/2	74 1/2
Do Del. Pfd....	900	85 1/2	85 1/2	85 1/2	86 1/2
Barnett Leath....	100	9	9	9	8 1/2
Beechnut Pack....	4,100	86 1/2	84 1/2	86 1/2	83
Chick. C. Oil....	800	37	37	37	36
Childs Co....	5,800	70	69 1/2	70	71
Cudahy Pack....	3,300	51 1/2	51	51 1/2	53
First N. Strs....	12,100	73 1/2	72	73	72 1/2
General Foods....	64,700	74 1/2	73 1/2	74 1/2	77 1/2
Gobel Co....	16,100	39 1/2	39 1/2	39 1/2	39
Gt. A. & P. Pfd....	2,020	116 1/2	116 1/2	116 1/2	116 1/2
Hormel, G. A....	350	51 1/2	51 1/2	51 1/2	52 1/2
Hygrade Food....	39,000	42 1/2	41 1/2	42 1/2	37
Kroger G. & B....	25,700	88 1/2	86 1/2	87	91 1/2
Libby McNeill....	15,600	12 1/2	12 1/2	12 1/2	13
MacMarr Strs....	800	41 1/2	41	41 1/2	42 1/2
Mayer, Oscar....	200	15	11	15	11
Do 1st Pfd....	25	106	104	106	104
Do 2nd Pfd....	50	110	107	110	107
Miller & H. Pfd....	150	45	45	45	45
Morrell, John....	600	79	77	78	76
Nat. P. Pr. B....	300	9 1/2	9 1/2	9 1/2	8 1/2
Nat. Leath....	1,300	2 1/2	2 1/2	2 1/2	2 1/2
Nat. Tea....	3,800	71 1/2	71 1/2	71 1/2	72 1/2
Rath. Pack....	1,050	34 1/2	34 1/2	34 1/2	34 1/2
Safeway Strs....	44,500	180 1/2	176	178	168 1/2
Do 6% Pfd....	61	94 1/2	94 1/2	94 1/2	93 1/2
Do 7% Pfd....	140	104 1/2	104	104 1/2	104
Stahl-Meyer....	400	40 1/2	40 1/2	40 1/2	41
Strauss, Nathan....	300	31 1/2	31 1/2	31 1/2	31 1/2
Strauss-Roth....	6,800	32	31 1/2	31 1/2	29 1/2
Swift & Co....	2,200	128 1/2	128 1/2	128 1/2	128 1/2
Do Intl....	1,050	34 1/2	33 1/2	34	34 1/2
Truiz Pork....	600	40	40	40	40
U. S. Leath....	10,300	20 1/2	19 1/2	20 1/2	18 1/2
Do A....	1,230	43 1/2	42 1/2	42 1/2	40
Do Pr. Pfd....	300	90	90	90	90
Wesson Oil....	600	31 1/2	31 1/2	31 1/2	32 1/2
Do Pfd....	2,400	60	60	60	60 1/2
Wilson & Co....	2,500	7	6 1/2	6 1/2	7 1/2
Do A....	4,200	16 1/2	16 1/2	16 1/2	16 1/2
Do Pfd....	600	60	59	59	61 1/2

## Chain Meat Stores

News and Views in This New Field  
of Meat Distribution.

### WILL QUERY VOLUNTARY CHAINS

In its inquiry into chain store operation the Federal Trade Commission will extend its questions to independent retailers. In an announcement made July 22, the commission states that it is preparing a new schedule of questions which will be sent to retailers generally to get information on the chain-store situation from the retailer's point of view.

So far wholesale dealers, manufacturers and chain store organizations have been surveyed both by interview and schedule, in an effort to ascertain the methods of competition obtaining.

### CHAIN STORE SALES.

Reports issued recently by chain store companies of sales for June and the first half of 1929 showed increases in every case over sales for the corresponding periods of 1928.

American Stores Company for June reported sales of \$10,755,763 as compared with \$10,329,082 for 1928 or an increase of 4.1%. For the first six months of this year, \$70,726,749, and for the same period 1928, \$68,179,527, representing an increase of 3.7%.

David Pender Grocery Company sales for June amounted to \$1,351,081; 1928 \$1,315,710 an increase of 2.7%. For the first six months of this year, \$7,639,895; for 1928 \$7,066,380, representing an increase of 8.1%.

### CHAIN STORE NOTES.

For the first six months of 1929 American Stores, Inc., report net earnings of \$3,017,362 after depreciation, federal taxes and other charges. Sales for the period amounted to \$70,726,749.

Danies Reeves, Inc., reports a net income of \$667,653 for the six months ended June 30. This is after taxes and represents the equivalent, after preferred dividends, of \$1.90 a share on 300,000 common shares. In the corresponding period of 1928 the net income was \$495,178, or \$1.32 a share on common.

The National Chain Store Association will hold its first annual convention at the Palmer House, Chicago, September 23, 24 and 25, 1929.

The Great Atlantic and Pacific Tea Company of America placed its common stock on a \$5 annual basis by declaring a quarterly dividend of \$1.25. Previously it paid \$1 quarterly.

The American Stores Company reports for the six months ended June 30th a net income of \$3,017,362 after depreciation, federal taxes and other charges, equal to \$1.81 a share on 1,661,761 no par shares of stock. Sales for the period amounted to \$70,726,749.

Consolidated Food Products, Ltd., a holding company controlling Arnold Bros., Ltd., Pure Food Stores, Ltd., and other meat and grocery chains in Ontario and Quebec, reports operating profits of \$143,716 for the year ended March, 1929. To this was added \$10,000 profit from the sale of real estate.

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## Packers Love to Take Chances!

Packers at Chicago paid an average price of \$11.30 for hogs during July, compared with \$10.70 last July and \$9.15 in July, 1927.

These prices were paid in the face of one of the largest July hog runs on record, not only at Chicago but at the 11 principal markets of the country. Also in the face of large storage stocks.

The average weight of these hogs was the heaviest of the year, meaning that the lard production was very large. It is well known that much of this lard moves out of packers' hands at just about the price of live hogs, with nothing allowed for shrinkage and manufacturing costs.

This looks like taking a long speculative chance. If hog runs drop off sharply this kind of buying may be justified. If they do not, packers may find themselves holding the bag.

At any rate, it is a good time for the packer to do some figuring in place of guessing.

## Sound Farm Relief Policy

Statement of the policy of the Federal Farm Board, as made in the speech of Chairman Alexander Legge before the American Institute of Cooperation, should go a long way toward clarifying the minds both of industry and agriculture as to the functions of the board and its method of operation.

The central thought of the board's program will be the strengthening of the cooperative movement and the permanent betterment of farm conditions. It will work with cooperative farm organizations in helping the farmer to help himself.

In bringing this about, the board's aim will be to encourage the development of large-scale, central cooperative organizations, or strong merchandising agencies virtually in control of the conditions under which the products of their members are sold.

The board itself will not attempt stabilization. It is the hope that the cooperatives now in existence or the stronger organizations to be developed will act as stabilization corporations.

There may be extreme cases which call for measures that can not be carried out by the cooperatives, but it is hoped that correction of the fundamental causes of agricultural emergencies will obviate the need for anything more than the development of large, well-financed and efficiently-managed cooperative organizations.

Because of its relationship to its members, the cooperative association is the one agency which can effectively discourage unwise expansion of agricultural production. Despite difficulties in the way, the board is of the opinion that effective coordination of production with demand must be brought about through the cooperative associations.

The effect of the board's activities on production will be carefully watched. Should its work result in a large expansion of cultivated land and the production of greater supplies of the principal crops, then operation would be only in a vicious circle. It is believed that the program of work through the cooperatives is the only plan which will avoid a calamity of this kind.

Any type of adjustment by fixing prices will not be attempted. The board

recognizes that prices are determined by basic economic conditions, by the demand for a commodity, the supply available to meet that demand, and the way that supply is fed to the market.

The board does not plan to concern itself too largely with relieving distress. It must devote its attention to removing the causes of agricultural distress, and action which will be sound and for the permanent betterment of agriculture.

This great program can not be accomplished over night. Its sound philosophy already has been recognized by farm leaders, including those who a year ago were most urgently demanding relief through equalization fee, export debenture and other similar panaceas. They now admit that the best way to help the farmer is to help him to help himself.

## Living Up to the Rules

Pride in fair dealing and strict observance of laws and regulations is felt by the members of the Institute of Margarine Manufacturers, who produce about 90 per cent of all the margarine manufactured in the United States.

The members of the Institute are forced to sell the product of their manufacture under many hampering and costly regulations, which have been thrown about them by legislative bodies influenced strongly by their favoritism for competitive industries.

That their operation has been under a high ethical standard is evidenced by the statement of the Miscellaneous Tax Division of the Bureau of Internal Revenue to the effect that the trade may justly take pride in the excellent record for fair dealing it is maintaining with the government.

Jealous of this reputation, and anxious to preserve their standing both with officials and with the public, the membership of the Institute condemns the attempt of any manufacturer of food products to evade the responsibilities imposed on oleomargarine manufacturers by these laws and regulations.

This is at least one industry that appears to have the right idea about business ethics, and the courage to insist that its own members observe right trade practices.



# Practical Points for the Trade

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## Kettle Rendered Lard

Every packer who slaughters hogs or cuts up hog carcasses produces fat from which lard is made.

There are a number of kinds of lard on the market. The variation is due largely to method of manufacture, and to a less extent to materials from which the lard is rendered.

Open-kettle-rendered lard is the oldest type of lard known. It has been handed down from the time primitive peoples melted their hog fats in an open container over an outdoor fire.

This kind of lard is still widely popular. Some packers make all of their lard by this method. Others make only their leaf lard in open kettles, and still others produce no open-kettle-rendered lard.

The great bulk of the lard made is prime steam, the fats being cooked in tanks under steam pressure. Steam lard is generally refined before it reaches the ultimate consumer. It is prime steam lard that is traded in on the Chicago Board of Trade.

The third type of lard manufactured is neutral lard, made from raw leaf or back fat, and designed primarily for use in the manufacture of oleomargarine.

### Making Open Kettle Lard.

The present method of manufacturing open-kettle-rendered lard is to use a steam-jacketed kettle equipped with an agitator.

Where the old-fashioned kettle without agitator is used it is common practice to place a charge of lard in the kettle to float the fat when it is added.

Instead of the old-fashioned round or square kettle the kettle is now made cylindrical. The fats from which the lard is to be made are either hashed direct from the killing floor into the kettle, or are chilled and then hashed before melting. Chilling is done more commonly when only leaf and back fat are used.

Present practice on the part of many packers is to use all kinds of killing fats in the manufacture of open-kettle-rendered lard. The fat is handled direct from the killing or cutting floor as quickly as possible. It is hashed and filled into the kettle, and the agitators are kept running during the filling process.

### Pressure Used in Rendering.

As soon as filling is begun the steam is turned on. Thirty pounds pressure is enough to render the fat properly. Many packers will think this steam

pressure too low, but it is quite sufficient provided the surface of the kettle is clean, so the heat is transmitted readily through the jacket to the fat.

Gradually the moisture in the fat is driven off and agitation is continued, until there is no further steam coming from the kettle. At this stage the light brown dry cracklings will float on the top.

If the pressure is too high there is danger of scorching the fat. The higher the temperature used the more scorching will occur.

In order to secure a first-class product it is well to turn the steam off entirely a few minutes before cooking is completed, continuing the agitation and letting the heat in the product complete the drying process.

Active agitation should be kept up throughout the cooking period, so that

even and uniform cooking will be guaranteed.

About three hours is required for cooking, depending upon the size of the kettle, the steam pressure and the kind of fat being rendered.

### Settling and Filtering.

Some packers allow the lard to settle in the rendering kettle, sprinkling a small quantity of salt upon the surface of the lard to facilitate settling. After it is thoroughly settled the lard is siphoned off through an overhead pipe into a receiving tank below.

As it runs into the receiving tank it passes through sheets of heavy drilling, which filter out any fine scraps that may remain in the lard. It is important that all sediment be removed as the keeping quality of the lard is considerably impaired if any amount of it remains.

The cracklings from which the lard has been siphoned are dumped into a strainer box beneath the rendering kettle, and drained until free from lard.

### Another Method of Rendering.

Another method of handling is to dump the entire contents of the rendering kettle, as soon as cooking is completed, into an iron receiver, fitted with perforated strainers to strain out the cracklings.

This tank should be shallow with a storage tank underneath, or at least a large draining surface should be provided, and if necessary the strained lard can be pumped to the storage tank. The receiver into which the contents of the tank is dumped should be of sufficient size to take the entire charge.

When handled in this way the lard must pass through several thicknesses of cheese cloth on the way to the storage tank, or it may be pumped through a small filter press.

After cooling it is ready to be filled into packages.

The drained cracklings should be put through a press to remove the remaining lard, provided the production is large enough to warrant the use of a press. This press lard is put through a bed of cracklings when the next lot is run.

The pressed cracklings may be used in the manufacture of a number of different kinds of sausage, and are desirable for this purpose, provided no bones have been included in the material rendered. Where bone is rendered the cracklings are used for chicken feed.

The manufacture and refining of steam lard and the making of neutral lard will be described in later issues of THE NATIONAL PROVISIONER.

## Scales and Profits

How much do your scales and scalers cost you every year?

Are your scales accurate and of the proper capacity—your scalers conscientious and well-trained?

Do you keep your scales operating within certain narrow "tolerances"?

Scales and their operators play a big part in your profit or loss for the year!

Reprints have been made of six articles which have appeared in THE NATIONAL PROVISIONER on "Weighing in the Meat Plant." In them the selection of scales, training of scalers and the troublesome question of tolerances are discussed. Other articles are to follow.

They may be had by subscribers by filling out and sending in the attached coupon, together with 25c in stamps.

The National Provisioner,  
Old Colony Bldg., Chicago.  
Please send me the reprints on  
"Weighing in the Meat Plant."

Name .....

Street .....

City ..... State .....

Enclosed find 25c in stamps.



## Pickle-Soaked Meats

Don't let product get pickle-soaked. It may taste all right, but it looks bad.

A subscriber in another country writes as follows regarding some meat he has on hand:

Editor The National Provisioner:

We have some mess beef that has a purplish tinge. It tastes all right but we don't like the looks of it. What is the cause of this color?

The rather unsightly rusty color of which this inquirer speaks as appearing on mess beef comes after it has been in cure some time, and is due to the change in temperature to which the beef is subjected, and to the fact that it is old in cure.

In other words, the beef becomes pickle-soaked or water-logged. If possible it is well to use it before it reaches this stage. If kept in the lower temperatures it will take a long time for the beef to become rusty.

Mess beef should be strictly fresh when packed, and only salt of very good quality used. Such meat should keep in good condition for at least three months, although it may become rusty before that time if conditions are particularly unfavorable.

## Cracklings in Sausage

Can cracklings containing a high fat content be used in sausage manufacture? A Northern packer writes as follows regarding this:

Editor The National Provisioner:

The cracklings from our open kettle rendered lard contain a high percentage of lard as we have only a hand press. How can these cracklings be handled in smoked sausage? Can we use them the same as crackling meal?

Cracklings containing a high percentage of lard cannot be used to advantage in smoked sausage. By adding enough sausage flour to the cracklings, it may be possible to reduce the percentage of lard enough for the cracklings to work reasonably well. The drier the cracklings are, the more water they will take.

Such cracklings as this inquirer describes would work well in liver sausage, as the high percentage of lard would be an advantage in this product.

## Meat Cooler Temperatures

A Western packer asks the correct temperature at which to set his automatic refrigerating machine in the meat cooler. He says:

Editor The National Provisioner:

We have just changed our refrigerator to full automatic, and wonder about the correct temperature to set machine for. We keep in our main box only beef, mutton, pork and veal.

The maximum temperature at which beef, mutton, pork and veal should be held is 38 degs. F., and the minimum 35 degs. F. If this inquirer will set his

thermostatic control instrument to shut off at 35 degs. F. and start at 38 degs. F., he will have the proper temperature.

The refrigerator and coils should be designed for maximum circulation.

## STANDARD 57-LB. LARD TUB.

The Executive Committee of the Institute of American Meat Packers has approved the recommendation of the Committee on Standardization that 57 lbs. net of lard be the standard fill for domestic use for the container known as the 55-lb. second-hand butter tub, and that the present practice be continued of filling this tub with 55 lbs. net for export to the Continent, and 56 lbs. net for export to Great Britain.

## AIRPLANE REFRIGERATION.

Airplanes equipped with solid carbon dioxide refrigeration are used to fly fresh fish from the Gulf of Mexico coast to Brownsville, Tex., where the fish are packed for shipment to Northern cities. Six planes carry about 3,000 lbs. of fish daily.

## Smoked Meat Tests

Do you know what your smoked meats cost you, wrapped and packed and ready to ship?

Have you an accurate method of figuring your cost, all the way from the loose cured meats to the finished product? Do you figure in everything, including shrinkage, labor, operating costs, supplies, etc.?

In figuring smoked cost from cured do you divide price by yield, or multiply by shrink? One way is wrong and will cost you money.

The article which ran in THE NATIONAL PROVISIONER on "Short Form Smoked Meat Tests" has been reprinted and may be had by subscribers by sending in the attached coupon, together with a 2c stamp.

The National Provisioner,

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Short Form Smoked Meat Tests." I am a subscriber to THE NATIONAL PROVISIONER.

Name .....

Street .....

City .....

Enclosed find 2-cent stamp.

## Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

### TRADE MARK APPLICATIONS.

Swift and Company, Chicago, Ill. For Gelatin. Trade mark: SWIFT'S PREMIUM. Claims use since May 9, 1928. Application No. 268,942.

The Danahy Packing Co., Inc., Buffalo, N. Y.: For pork sausage. Trade mark: PEANUT. Claims use since November 28, 1928. Application No. 261,489.

## PEANUT

Rumie Brothers of New York, Inc. For lard. Trade mark: A double oval containing a hog and an anchor. At the top are the words "Ancla de Oro," and at the bottom "Rumie Hermanos." Claims use since March 12, 1929. Application No. 282,753.

The Baltimore Butterine Co., Baltimore, Md. For oleomargarine. Trade mark: LA-MEJOR. Claims use since May 9, 1928. Application No. 257,905.

William B. Sewell, Los Angeles, Calif. For sandwiches, chile con carne, tamales, cooked meat pastries. Trade mark: An air plane engine and propeller and the words "Air Craft Cafe" and "Air Plane." Claims use since December 29, 1928. Application No. 277,775.

George A. Hormel & Company, Austin, Minn. For canned poultry. Trade mark: FLAVOR SEALED. Claims use since May 16, 1929. Application No. 284,613.

*Flavor Sealed*

### TRADE MARKS GRANTED.

Albany Packing Co., West Albany, N. Y. For moulded skinless sausage. Trade mark: NUFRANKS. Claims use since December 28, 1927. Application No. 258,189.

## NUFRANKS

C. W. Zaring & Co., Jacksonville, Fla. For vegetable shortening composed of oleo stearine, cottonseed oil and coconut oil. Trade mark: SUWANEE. Claims use since June, 1926.

Courtesy of F. G. Vogt & Sons, Inc.



*Shoppers today buy  
packaged meats. Let  
them see the products, too*

Today's trend toward packaged meat makes 100% transparent Cellophane the ideal wrapping for meat specialties. Not only does it give complete protection from dust and contamination . . . it also allows shoppers to see the fine quality of the meats.

Dealers like to handle convenient, grease-proof Cellophane-wrapped meats for these reasons. And they know that packages such as these naturally belong out on the counter where sales are quickened.

Write for samples of Cellophane today.

Du Pont Cellophane Co., Inc., 2 Park Avenue,  
New York City. Canadian Agents: Wm. B.  
Stewart & Sons, Limited, Toronto, Canada.



**\*Cellophane**



\*Cellophane is the registered trade-mark of Du Pont Cellophane Company, Inc., to designate its transparent cellulose sheets and films, developed from pure wood pulp (not a by-product).

# A Page for the Packer Salesman

## A Mark to Shoot at

### It Pays Salesman to Have Goal Toward Which to Strive

One aim of the meat salesman should be to increase his tonnage each year.

A way to do this is to open new accounts; another is to sell more products to old customers.

As a matter of fact, the ambitious salesman will do both. However, there is too much of a tendency, it is believed, to overlook the possibilities in old customers.

This is particularly true of those retailers who have the habit of scattering their orders among a number of packers.

How one salesman organizes his efforts to secure more business from each of his customers is told in the following letter to THE NATIONAL PROVISIONER. This salesman says:

Editor THE NATIONAL PROVISIONER:

I have received much value from information contained in letters from meat salesmen published from time to time in THE NATIONAL PROVISIONER. It occurs to me I can repay, in some measure at least, by passing on to the writers some of my experiences.

The biggest "kick" I get out of my work is to try to better my sales of the previous year. There is a great deal of satisfaction in making progress. Some years it is not possible to increase sales, but one thing seems certain—such betterment is not liable to be made unless one tries.

Detailed weekly information, I find, is the best incentive to this end. I keep a card index of all of my customers. Once each week I enter on these cards the sales made to each retailer during the week. This gives me a comparison to go by—a mark to shoot at.

If I sold a customer \$1,000 worth of meat last week, I try to sell him a little more this week. If I fail, I try to figure out why. If I am successful, I also try to analyze the reasons so that the same sales methods can be used on other customers.

And this I have learned: It is bad business to overload a customer. He should not be sold more meats than he can resell promptly. The problem then comes down to selling him the merchandise he does not buy from me regularly. And in this connection, it

is often surprising how easy the sales come when one really goes after them.

Without this information on the cards staring me in the face at all times, I never would know where I stood. It is also an incentive to better efforts and a spur I would not care to be without.

The cards also help in other ways. The accumulating information helps one to organize his activities to make them more effective. The cards are a clue to show which customers may be called on the telephone with safety,

which ones can be handled with brief calls and which ones it pays to devote considerable time to.

I believe many other salesmen will find similar cards helpful to increase their sales and get a better distribution of all of the products on the list to each customer. They help one to put in his time to better advantage, to know his territory better and to increase tonnage.

Yours very truly,  
PACKER SALESMAN.

## SLOW MOVING CUTS.

During every season of the year there are some cuts that move more slowly than others.

And, as a rule, when cuts begin to pile up in the coolers the plant insists that the salesmen sell more of them. At these times, with slack demand facing him on one side and the urgings of the plant to increase his tonnage on the other, the salesman's job is not the easiest.

One salesman has made a collection of merchandising stunts used by retailers to increase the sales of certain cuts. He adds to this collection whenever he comes across a good idea, or when he hears of what someone has done to build trade.

When a particular cut is moving slowly he has the information to advise his customers how to "pep up" sales. He finds that when he is able to show retailers how to move out cuts they are more than willing to buy them.

## SELLING IS HARD WORK.

The successful meat salesmen are hard workers, for selling is not an easy job. Order taking is not difficult, but neither are the rewards great.

One meat salesman when asked how he was able to keep ahead of others in tonnage moved replied: "By knowing my product, knowing how to tell my story, wearing out shoe leather, keeping a check on myself, and trying continually to improve my methods."

It pays to make sure one is using his time and efforts to the best advantage.

## WHAT WOMEN CUSTOMERS WANT

A questionnaire presented by one chain store organization to 1,600 women as to what they would advertise if they owned a meat market, brought out the fact that 53.7 per cent would advertise "good quality"; 27.4 sanitation in handling; and 8.3 per cent economical prices.



## LESS WORRY.

By T. E. Bradley.

"All people smile in the same language."

Those of us who have been in the army know what it means to make a forced march with heavy packs.

"Weary tote sech a load,  
Travelin' down dat lonesome road."

And "sech" a load is only expressing it mildly.

Some of us are still carrying heavy packs. We are loading ourselves down with a burden which greatly impedes our progress. That burden is worry. It is sapping our strength—using up our energy, every ounce of which we need to carry on our work properly.

We all have our troubles, but we never get anywhere by brooding over them. If we could only think of them in a philosophical manner, how much longer we would live, and how much better work we could do.

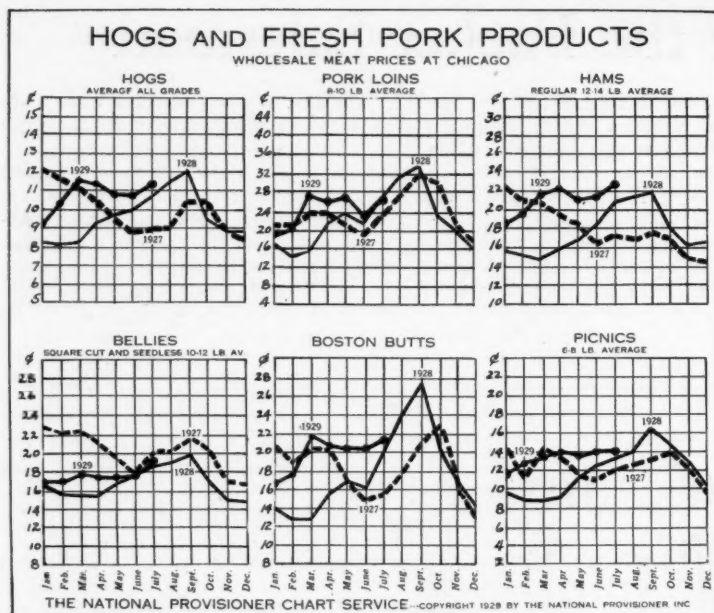
Our frame of mind influences our customers and, as a result, has a marked effect on our business. Every action—every emotion radiates with no uncertain wave length and is picked up by the mental receiving set of the prospect.

Therefore, a smile which radiates cheerfulness is a boon to the successful presentation of the sales talk, while a frown puts a damper on it.

Worry loads us down with excess baggage. Lets shake it off; let's not drive the human machine with the brakes on! "Work and Smile" is our motto—how about you?

This is one of a series of "One Minute Sales Talks" which will appear regularly on this page.





These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show the trend of prices of fresh and cured pork products and live hogs at Chicago during the first seven months of 1929, compared with those of the two years previous.

Fresh pork products moved on a stronger market than the cured product during July, but even fresh meat prices were at a point that resulted in heavy cutting losses on hogs throughout the month. Hog runs have been heavy, and prices have ruled away out of line with product prices.

#### Fresh Pork Products.

**Pork Loins.**—The lighter averages of pork loins were in good demand and in rather limited supply, which resulted in considerable strengthening of the price trend on these averages. The Chicago market was good and the Eastern situation showed some strength over the previous month. This was only temporary, however, owing to the intense heat in that section of the country.

**Hams.**—The 12/14 average has been sparingly offered, supplies of 10/16 and 16/22 range being much more plentiful and moving at a considerable price differential under the close averages of lighter weight. While ham prices have been among the highest of the green cuts, they are well out of line with live hog costs.

**Bellies.**—There was a little speculative interest in this product, and the fairly broad consumptive trade on sliced and slab bacon resulted in some demand from various sections of the country. But the fact that hogs continue to come in fairly liberal numbers has rather discouraged buying, and naturally increased production to a point where holders were more willing to liquidate at current prices.

**Boston Butts.**—This cut has held

fairly steady during July with an active trade. In fact, both Boston and boneless butts have been firm throughout the season.

**Picnics.**—Trading in picnics has featured the market most of the time, but the product failed to show any buoyancy in price. In the case of the pickled product holders were willing to sell 30 days in advance at current prices, which checked price increases. Green picnics held relatively firm, although in the latter end of the heavy hog run some weakness was noted. Demand has run largely to the lighter averages. Less boning of heavy picnics for sausage purposes was noted, because of the high cost of lean trimmings and

the tendency wherever possible to substitute regular pork trimmings for manufacturing purposes.

#### Cured Pork Products.

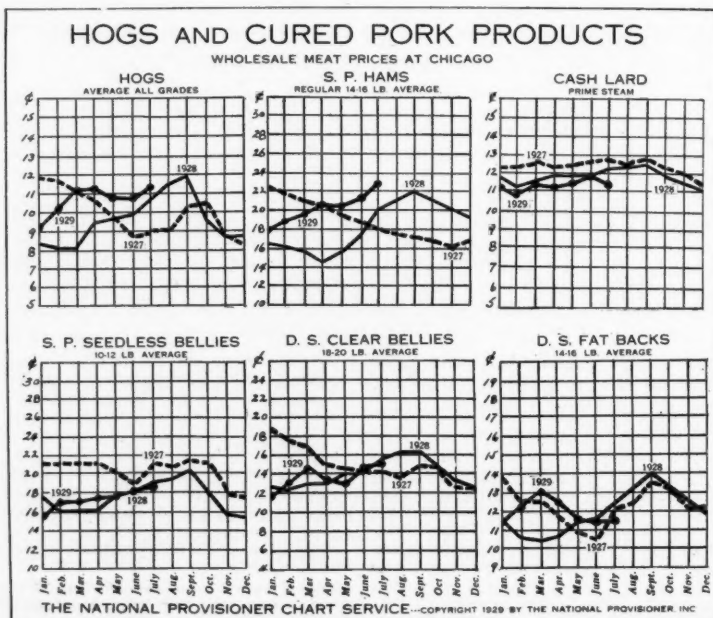
**S. P. Hams.**—This product has continued its upward price trend begun two months ago. There was a good trade on an advancing market, but trade slowed up at the peak, the tendency appearing to be toward the cheaper cuts. The Liverpool market held firm, but trading during July was rather limited.

**Lard.**—Lard has failed to respond to strength in the surrounding markets, and there has been very little speculative interest. However, there appears to be a better feeling in the lard market on account of the decrease in live hog population in Europe and the expectation of a shortage in domestic supplies of hogs this fall. The fact that lard is quoted right around the price of live hogs makes the product look cheap to some investors.

**S. P. Bellies.**—There has been very little carlot trading in the open market on this product, but a rather good demand from small operators for the dry cure bellies, there being a considerable price differential between the two. However, this trade has not been sufficient to establish a high market on the dry cure, as the pickle bellies could be bought at all times at a strong discount under the dry cure prices.

**D. S. Clear Bellies.**—The direct trade with the South in D. S. bellies has been very limited, Southern buyers apparently satisfying their needs through regular distributive channels. This is the season when a dull market usually obtains in this product. Although some decrease in stocks is indicated, the supplies on hand are believed to be considerably above those of a year ago.

**D. S. Fat Backs.**—Fat backs have been offered freely, with very little buying. Late in the month there was





# Provision and Lard Markets

## WEEKLY REVIEW

**Market Irregular—Trade Moderate—Hogs Easier—Movement Fair—Shipping Demand Good—Lard Liquidation Factor.**

The developments in the future market the past week have not been very important. There has been a slight easing in prices, both for the future delivery and for the cash products, with a slightly easier market in hogs. The easier tone has been possibly due to what appeared to be some evidence of a quieter demand for cash product, although shipping demand for hogs seems to have been fairly good.

The conditions influencing the market have been somewhat mixed. There appears to be fairly good evidence that there is likely to be pressure of live-stocks from parts of North Dakota and Montana on account of feed conditions, while across the border and in Canada the drouth has been so serious that there are reports of large selling owing to inability to take care of the stock.

There are a few other points where local feed conditions have been somewhat difficult, but this has not been general enough to be a factor. The dry weather in the East has resulted in a serious shortening of the summer pasture, but the hog crop was good.

The movement of hogs to market has continued fairly good. The receipts the past week were 100,000 more than for the corresponding week last year, and these and the liquidation possibly explain the lower market in all products. With the larger movement to market seen recently, the total receipts of hogs from March 1 at the principal points has been 11,574,000, against 12,063,000 a year ago, the irregular recent increased movement materially reducing the decrease in movement compared with last year.

### Corn Prices Up.

The fact that the movement has been larger than last year recently has been rather a disconcerting factor, as the information regarding the big crop and the general hog supplies had indicated the probability of a continued decrease

some activity at lower price levels, and some foreign buying came in at the depressed prices.

**Hogs.**—The July hog run has been one of the heaviest for the month in many years. The hog year to date records a federal inspected slaughter only about 300,000 head under that of 1927-28, instead of the million or two indicated earlier in the year. Packers have paid too much for their hogs in view of product prices.

Indications are that there will be a considerable let-up in the hog run, and if this comes soon the price situation should show considerable improvement. Buyers of product continue to maintain a bearish position in the face of relatively heavy meat and lard stocks and continuing large runs of live hogs. An early let-up in hog receipts would be a strong influence in developing a better general situation for the packer.

in the movement for the season. The developments recently would seem to indicate that the information regarding the supply of hogs in the country might not have been as accurate as the trade had been disposed to believe.

Recent reports regarding crop conditions in the leading hog states have shown a little uneasiness over the corn in a few states. This has resulted in an advance in corn to the highest prices of the season. This, with the decline in price of hogs, has brought about a distinct narrowing in the corn-hog ratio, which is now substantially less favorable a short time ago.

The movement of product from Chicago recently has been very good. The past week shipments of fresh meats were slightly under last year, although shipments of cut meats showed an increase of about 4,500,000 lbs. Lard shipments were slightly less than a year ago.

The total movement of cut meats from Chicago for the period since November 1 shows an increase of 89,000,000 lbs. in the shipments compared with a year ago, and an increase of 38,000,000 lbs. in lard. On the other hand, there has been a decrease in receipts of cut meats of 22,000,000 lbs., while lard receipts were practically identical with a year ago.

### Export Situation Unchanged.

This situation was influenced by the packing at Chicago which since March 1 has been only 18,000 hogs under a year ago, with the total 2,621,000 hogs and which, with the exception of last year, has been the largest packing for a number of years.

The export movement of product shows very little change. The shipment of bacon and lard the past week was slightly less than last year. Ham shipments were slightly larger. The general relative position of the exports since January 1 has changed but little since the beginning of the month.

**PORK.**—The market was quiet but steady at New York. Mess was quoted at \$32.00; family, \$37.00; fat backs, \$25.50@29.00.

**LARD.**—The market experienced a moderate trade and, on the whole, was irregular, with the tone barely steady following futures. At New York, prime western was quoted at \$12.65@12.75; middle western, \$12.50@12.60; city, 12½@12¾c; refined continent, 12½c; South America, 13¾c; Brazil kegs, 14¾c; compound, car lots, 11c; smaller lots, 11½@11¾c. At Chicago, regular lard in round lots was quoted at 15c under September; loose lard, 90c under September; leaf lard, 115 under September.

**BEEF.**—The market at New York continued firm owing to light supplies. Mess was quoted at \$26.00; packet, \$25.00@27.00; family, \$28.00@30.00; extra India mess, \$42.00@45.00; No. 1 canned corned beef, \$3.10; No. 2, 6 lbs. South America, \$16.75; pickled tongues, \$75.00@80.00 per barrel.

See page 41 for later markets.

## Stocks at 7 Markets

A decline in the stocks of meat and lard at the seven principal markets of the country from those of a month and a year ago is shown on August 1. This decline took place in the face of one of the heaviest hog runs of record for July. Consumption through regular distributive channels has apparently been large, but unfortunately prices have been none too satisfactory.

Total S. P. meats declined 11,000,000 lbs. during the month and are 3,000,000 lbs. under those of the same period of 1928. Lard stocks declined 10,000,000 lbs. during July and are 16,000,000 lbs. under those of a year ago.

Dry salt meats increased approximately 3,000,000 lbs. over a month and a year ago, the principal increase being in D. S. fat backs.

Regular ham stocks are more than 8,000,000 lbs. lower than last year, but skinned hams are approximately 9,000,000 lbs. higher. Bellies declined 8,000,000 lbs. during the month and are 9,000,000 lbs. under last year's stocks on August 1.

While picnics showed a July decline they are still more than 5,000,000 lbs. over the stock of August 1, 1928.

In general the situation is good, and especially so in the face of the large hog receipts.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on July 31, 1929, with comparisons, as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	July 31, 1929.	June 30, 1929.	July 31, 1928.
Total			
S. P. meats...	197,216,288	208,485,088	200,280,826
D. S. meats...	84,064,737	81,579,846	81,400,618
Total all meats...	303,910,164	313,278,606	304,988,098
P. S. lard...	114,405,264	108,991,292	132,751,137
Other lard...	27,787,987	24,308,830	26,414,439
Total lard...	143,193,251	133,300,122	159,165,576
S. P. regular hams...	61,345,947	63,078,907	69,901,337
S. P. sknd. hams...	51,606,365	52,132,171	42,876,737
S. P. bellies...	58,655,916	64,591,272	67,550,688
S. P. picnics...	24,712,679	28,047,083	19,518,217
D. S. bellies...	62,780,498	61,579,923	62,956,774
D. S. fat backs...	17,877,365	16,776,272	15,071,570

## Packers' Provision Stocks

Provision stocks as of July 27, 1929, as reported to the Institute of American Meat Packers by 90 companies (including 22 of the 25 largest), representing about 75 per cent of the industry, are summarized as follows:

Total stocks of pork, cured, curing, and frozen for cure, including lard, were 1.1% less than two weeks before; 2.0% less than a year ago. Total stocks, excluding lard, were 1.1% less than two weeks before; 2.7% less than a year ago.

The two-week period since July 13 has been marked by an increase of 4.5 (Continued on page 49.)

## The Stockinet Smoking Process

U. S. Letters Patent No. 1,122,715

### Saves Labor, Trimmings, Shrinkage

Smoke Your Meats in Stockinets and Get Uniformity, Sanitation, SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance of Mr. Stockinet appearance

Numerous Packers Throughout the Country Are Why Not You?

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### IMPORTS OF SAUSAGE CASINGS.

Imports of sausage casings into the United States during June, 1929, according to advance report from the meats, oils and fats section of the U. S. Bureau of Foreign and Domestic Commerce, were as follows:

Origin.	Sheep, lamb and goat casings, Lbs.	Other casings, napt. Lbs.
United Kingdom	620	16,715
Netherlands		45,406
Germany		421,063
Russia		242,533
Canada		89,743
Argentina		73,048
British India		12,118
China		50,077
Iraq		34,487
Peria		4,668
Turkey in Asia		18,262
Australia		119,986
New Zealand		95,243
Brazil		53,066
Chile		206,260
Uruguay		242,016
Other countries		39,022
Total	818,208	1,871,014

### CHINESE CASINGS EXPORTS.

Exports of hog casings from Chefoo, China, during the first quarter of 1929 amounted to 6,771 pounds, as compared with 1,920 pounds shipped during the corresponding period of 1928, all to America. These figures do not represent the total production, the bigger percentage of which goes overland to Tientsin for sorting, preparing, packing and shipment to overseas markets. The casings exported from Chefoo to the United States during the past few months were of good quality and generally taken from young hogs; c.i.f. prices on April 1, 1929, were as follows: No. 1, 30 mm, \$26 U. S. currency; No. 2, 28 mm, \$24 U. S. currency per 100 pieces.

Exports of sausage casings from China during the month of May, 1929, were valued at \$61,409. This total comprises hog, sheep and goat casings.

### MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended July 27, 1929, according to the U. S. Bureau of Agricultural Economics:

Point of origin.	Commodity.	Amount.
Argentina—Cured beef		156,095 lbs.
Argentina—Canned meats		688,440 lbs.
Brazil—Canned meats		10,727 lbs.
Canada—Beef cuts		48,473 lbs.
Canada—Meat products		824 lbs.
Canada—Bacon		5,601 lbs.
Canada—Vealers		2,511
Germany—Ham		3,293 lbs.
Germany—Sausage		8,063 lbs.
Germany—Bouillon cubes		341 lbs.
Holland—Liverpaste		1,500 lbs.
Hungary—Sausage		440 lbs.
Italy—Ham		2,680 lbs.
Italy—Sausage		4,926 lbs.
Paraguay—Canned meat		48,240 lbs.
Switzerland—Bouillon cubes		650 lbs.
Uruguay—Cured beef hams		143,300 lbs.
Uruguay—Canned corn beef		72,000 lbs.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, July 31, 1929.

The tankage market was very strong the past week and sales were made at \$4.25 & 10c with no more available at this figure.

Blood is very scarce and offerings are around \$4.25 and very limited at this figure.

Nitrate of soda is still scarce at New York but a boat is due August 5 which will probably relieve the situation.

Sales of whale guano have been reported at \$4.85 & 10c.

Watch the "Wanted" page for opportunities.

### PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended July 27, 1929, are reported as follows:

#### HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	—Week ended—	Jan. 1, '29, to
	July 27, 1929.	July 27, 1929.
	M lbs.	M lbs.
Total	1,950	2,198
To Belgium	5	8
United Kingdom	1,740	1,713
Other Europe		10
Cuba	15	35
Other countries	190	397

#### BACON, INCLUDING CUMBERLAND.

	1,867	3,386	2,030	84,771
Total				
To Germany	108	428	123	4,034
United Kingdom	1,180	1,975	1,380	38,917
Other Europe	304	809	374	28,090
Cuba	2	33	31	7,844
Other countries	213	81	113	4,986

#### LARD.

	12,920	11,067	9,990	462,319
Total				
To Germany	4,227	4,447	1,479	114,725
Netherlands	440	269	1,573	23,254
United Kingdom	4,513	4,005	4,354	148,832
Other Europe	541	311	404	51,722
Cuba	1,480	1,631	1,486	46,855
Other countries	1,010	284	694	76,931

#### PICKLED PORK.

	477	284	546	24,396
Total				
To United Kingdom	36	47	208	4,482
Other Europe	56	16	2	2,276
Canada	307	176	125	5,322
Other countries	78	45	211	12,316

#### TOTAL EXPORTS BY PORTS.

Week ended July 27, 1929.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	1,950	1,867	12,920	477
Boston	61	3		35
Detroit	1,237	654	2,054	79
Port Huron	553	356	1,335	251
Key West	15		1,168	4
New Orleans	20	8	1,264	47
New York	62	846	6,946	56
Philadelphia			153	

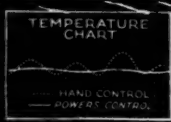
#### DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.
Exported to:		
United Kingdom	1,740	1,180
Liverpool		785
London		408
Manchester		30
Glasgow		324
Other United Kingdom	117	67

	Lard, M lbs.
Exported to:	
Germany	4,927
Hamburg	4,551
Other Germany	376

### DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended July 29, 1929, amounted to 4,533 metric tons, compared with 4,693 metric tons for 1928.



TEMPERATURE CHART

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POWER CONTROL

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# The POWERS REGULATOR CO.

# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—The feature in the tallow market in the East the past week was further strengthened. A continuation of limited offerings, owing to limited output, and with the smaller producer well sold up, made for a situation where buyers were forced to pay up to secure supplies. A fair amount of business passed in outside and extra at 7½c, followed by reports of sales of 200,000 lbs. extra f.o.b. at 7½c. The larger factors were holding for 8c, and the impression prevailed that the latter level would be reached in the near future.

Consuming interest continued in evidence, but buyers, it was said, disliked paying up for small quantities. Offerings of round lots, it was felt, would induce buyers to pay better prices. However, the situation was strong, with special at New York quoted at 9c; extra, 7½@8c f.o.b.; edible, at 9c.

At Chicago, the market for tallow was firm, although trade was quiet due to the fact that holders were offering sparingly notwithstanding the better levels, while buying interest continued good.

At Chicago, edible was quoted at 8½@8¾c; fancy, 8½@8¾c; prime packer, 8½@8¾c; No. 1, 7¾c; No. 2, 6¾@7c.

There was no auction sale at London this week. At Liverpool, Australian tallow was quiet but steady. Prices were unchanged. Fine was quoted at 41s, while good mixed was quoted at 40s.

**STEARINE**—A stronger situation developed in this market, with a little better domestic demand, due mainly, it was said, to export buying. While the last sale of extra at New York was reported at 10½c, sellers were asking 10½@11c. At Chicago, stearine was quiet but very steady, with oleo quoted at 9½@9¾c.

**OLEO OIL**—A better demand and lighter offerings featured the market for oleo oils. Extra at New York was quoted at 10½@11½c; medium, 9½@10½c; lower grades, 9½c. At Chicago, the market was quiet but steady, with extra quoted at 10½c.

See page 41 for later markets.

**LARD OIL**—Demand was rather limited, but the market ruled steady. Edible, New York, was quoted at 14½c; extra winter, 12½c; extra, 11½c; extra No. 1, 11½c; No. 1, 11½c; No. 2, 10½c.

**NEATSFOOT OIL**—Aside from routine interest, there was little to the market. The tone was steady. At New York, pure was quoted at 14½c; extra, at 11½c; No. 1, 11½c; cold test, 18½c.

**GREASES**—The situation in the

grease market in the East was one of moderate trade but a firm tone. Influenced by strength in tallow and some consuming interest, producers of greases were inclined to advance their ideas, while the buyer did not readily follow the advances. The undertone was good, however, in that there did not appear to be any particular quantity of supplies on the market. The impression prevailed that sooner or later a better demand would make its appearance.

With competing markets showing strength, the tendency was to look for a continuance of strength in greases in general. At New York, superior house was quoted at 7½c delivered; choice house, 6¾@7c; yellow 7½@7¾c; depending on quality; A white, 7¾c; B white, 7¾c; choice white, 8½@8¾c.

At Chicago, the market for greases was firm, although trade was quiet. Offerings were limited, while a good inquiry was reported in the market. Choice white grease held firm on light turnover, while good inquiries for medium and low grade stuff was reported.

At Chicago, Brown was quoted at 6¾c; yellow, 7@7¾c; B white, 7¾c; A white, 7¾c; choice white, 8c.

## By-Products Markets

Chicago, Aug. 1, 1929.

### Blood.

Blood market appears to be a little higher and stronger. Producers asking \$4.75@5.00, Chicago.

	Unit
	Ammonia.
Ground and unground.....	\$4.75@5.00

### Digester Feed Tankage Materials.

Digester tankage materials are strong. Sales of unground expeller crackling improving in Chicago.

	Unit	Ammonia.
Ground, 11½ to 12% ammonia..	\$	5.00@ 5.10 & 10
Unground, 11½ to 12% ammonia.		4.75@ 5.00 & 10
Ground, 6 to 8% ammonia.....		4.35@ 4.60 & 10
Unground, 6 to 8% ammonia.....		4.15@ 4.40 & 10
Liquid stick .....		3.75@ 4.00
Steam bone meal, special feeding,		
per ton .....		42.00@45.00

### Fertilizer Materials.

The fertilizer materials market is showing a little more activity. Ten per cent ground is offered, prompt and futures, at \$3.75 & 10c, Chicago. In-

quiries are increasing, indicating a larger market in near future.

	Unit	Ammonia.
High grd. ground, 10@11% am..	\$	3.75 & 10
Low grd., and ungr., 6-9% am..		3.50 & 10
Hoof meal .....		3.50@ 3.75
Bone tankage, low grd., per ton		24.00@25.00

### Bone Meals (Fertilizer Grades).

Inquiries are increasing. Bone tankage in good demand at \$25 per ton Mid-West points.

	Per Ton.
Raw bone meal.....	\$50.00@55.00
Steam, ground, 3 & 50.....	31.00@32.00
Steam, unground, 3 & 50.....	29.00@31.00

### Cracklings.

Cracklings are in much better demand. First class material is bringing \$1.10 at Chicago and Mid-West points. Prices are nominal.

	Per Ton.
Hard pressed and exp. unground, per unit protein .....	\$1.00@ 1.10
Soft prod. pork, ac. grease & quality	70.00@80.00
Soft prod. beef, ac. grease & quality	50.00@55.00

### Gelatine and Glue Stocks.

There is no change in the situation from last week and prices are nominal.

	Per Ton.
Klip and calf stock.....	\$38.00@42.00
Hide trimmings .....	30.00@33.00
Horn piths .....	42.00@43.00
Cattle jaws, skulls and knuckles.....	42.00@42.50
Slawes, plazes .....	31.00@35.00
Pig skin scraps and trim., per lb...	6c

### Animal Hair.

The animal hair market remains unchanged from last week. Sales of summer processed gray reported at 4½c, round lot; winter gray, 6c; black winter, nominal.

	Unit	Ammonia.
Coll and field dried.....	2	@ 2½c
Processed gray, summer, per lb.....	4	@ 5c
Processed gray, winter, per lb.....	6	@ 6½c
Cattle switches, each*.....	4½	@ 5½c

\*According to count.

### Horns, Bones and Hoofs.

	Per Ton.
Horns, according to grade.....	\$75.00@150.00
Mfg. shin bones.....	50.00@130.00
Cattle hoofs .....	45.00@ 47.00
Junk bones .....	27.00@ 28.00

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

### LARD AND GREASE EXPORTS.

Exports of lard from New York City, July 1 to July 31, 1929, totaled 25,047,001 lbs.; tallow, 114,000 lbs.; greases, 3,175,200 lbs.; stearine, 141,200 lbs.

**THE KENTUCKY CHEMICAL MFG. CO., Inc.**  
COVINGTON, KY. Opposite Cincinnati, Ohio

**Buyers of Beef and Pork Cracklings**  
Both Soft and Hard Pressed

**GEO. H. JACKLE**

Broker

Tankage, Blood, Bones, Cracklings, Bonemeal,  
Hoof and Horn Meal

40 Rector St.

New York City

**Consolidated Rendering Co.**

Manufacturers of Tallow, Grease, Oleo Oil  
Stearine, Beef Cracklings, Ground Scrap, Fertilizers  
Dealers in Hides, Skins, Pelts, Wool and Furs

40 North Market St.

Boston, Mass.





Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company**

Chicago, Illinois

# HAMMOND'S Mistletoe MARGARINE

## MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., July 31, 1929.—Cottonseed was inactive in today's trading on the Memphis pit, but bids averaged almost 50c over last night's close, the strength reflected from higher meal, cotton and firm oil. Reports from the growing crop are coming in less favorable, and the possibility of wide spread weevil damage during August is acknowledged.

Also there are some who feel that the government report of August 8 will not be nearly so large as the general trade are talking. Approximately 15,500,000 bales seems to be about the dividing point between the bulls and bears, and any figure published materially above or below this figure will largely govern action of prices on bureau day.

Bids for spot seed to the country are going out at around \$38.50, delivered Memphis, Merchants Exchange weights and grades under official disinterested weighing, sampling and analysis to govern final settlements. Present prices figure a little more than a \$10.00 spread between the net and gross value of contract grade cottonseed, which are figured on 19 per cent oil by analysis, possible milling results not considered.

At \$40.00, sellers seem to predominate in the futures, but there is a rather general buying interest at from \$39.00 to \$39.50. The course of prices is apparently up for the time being, and this tendency will probably continue in the absence of hedge selling, which will possibly be withheld until after the government crop estimate.

Cottonseed meal at today's opening averaged about 25c over last night, but insistent buying gradually advanced prices of the fall months to \$39.50. Late in the session around 1,000 tons was

traded in at \$39.75, with this bid at the close for additional tonnage, against offers at \$39.90.

The strength in meal continues to originate largely against export sales and trade buying, both being reflected in the futures by hedgers, while the selling still originates largely with satisfied longs, and some selling against mill purchases. The latter, however, is in small volume, and while Mississippi new crop meal has sold down to \$38.00 in the last day or two, offerings are extremely limited.

A further advance in cotton and grain will unquestionably put meal values higher, and on the other hand, considerable resistance will develop to an advance above \$40.00 at this time. Also, an estimated crop of around 15,000,000 bales will hardly be construed particularly bullish on meal, regardless of the construction that may be placed on an estimate of this size by the cotton trade.

## GEORGIA CRUSHERS MEET.

The twenty-fifth annual meeting of the Cotton Seed Crushers' Association of Georgia convened at Macon, Georgia, on July 25. President W. Parks Walker presided. Reports of the president, secretary-treasurer and traffic manager were received and ordered incorporated with the minutes.

President Harry Hodgson, of the recently launched National Cotton Seed Products Association, addressed the meeting and gave most comprehensive information regarding the new association, its purposes, etc. Mr. Hodgson gave many impressive reasons why the entire cotton oil industry should lend unstinted support not only to state associations, but to the national association as well.

H. C. Brown and P. R. Lamar, directors for Georgia of the national association, also spoke with reference to the first meeting of the directors, held July 22 and 23 at Memphis, Tenn.

The president appointed a nominating committee as follows: H. C. Lovvorn, chairman, P. D. McCarley, H. C. Brown, P. R. Lamar, G. C. Armstrong. The committee's report, which was adopted, recommended that no election of officers occur at this time; that the convention adjourn to reconvene at a later date at Atlanta; that the present officers function until after the adjourned meeting is held when the plans for state co-operation with the national association will be completed.

## MARGARINE MATERIALS USED.

Oleomargarine produced and the materials used in its manufacture during May, 1929, with comparisons, were as follows, according to the U. S. Bureau of Internal Revenue:

	May, 1929.	May, 1928.
	Lbs.	Lbs.
Total production of uncolored oleomargarine .....	26,954,237	22,441,087
Ingredient schedule of uncolored oleomargarine:		
Butter .....	239,103	321,226
Coconut oil .....	14,163,306	11,155,044
Cottonseed oil .....	2,390,065	1,918,360
Edible tallow .....	1,050	7,763
Milk .....	7,006,230	6,881,586
Mustard oil .....	1,070	4,040
Neutral lard .....	1,754,968	1,878,322
Oleo oil .....	3,916,270	3,229,623
Oleo stearine .....	560,469	436,623
Oleo stock .....	122,302	131,592
Palm oil .....	93,871	68,805
Palm-kernel oil .....		1,298
Peanut oil .....	445,434	372,257
Salt .....	2,258,845	1,887,414
Sesame oil .....		3,975
Soda .....	9,129	7,844
Vanilla extract .....		19
Total .....	32,993,712	28,305,491

Total production of colored oleomargarine .....	1,402,273	1,303,383
Ingredients schedule of colored oleomargarine:		
Butter .....	1,168	115
Coconut oil .....	440,045	457,886
Color .....	1,610	1,056
Cottonseed oil .....	157,302	216,415
Milk .....	447,903	573,047
Neutral lard .....	172,929	249,242
Oleo oil .....	309,247	441,248
Oleo stearine .....	14,518	16,758
Oleo stock .....	16,205	10,295
Palm oil .....	37,341	21,803
Peanut oil .....	20,118	23,259
Salt .....	11,745	130,990
Soda .....	166	168
Total .....	1,790,497	2,142,822

## JUNE OLEOMARGARINE EXPORTS.

Exports of oleomargarine from the United States in June, 1929, totaled 63,264 lbs., compared with 49,303 lbs. last year, according to the U. S. Bureau of Agricultural Economics. Exports for the six months ended June this year were 352,953 lbs. against 375,955 lbs. last year. The bulk of this movement is to Panama and the West Indies.

## COTTONSEED FEEDS EXPORTED.

Exports of cottonseed feeds in June, 1929, and the six months ended June, with comparisons, were as follows: Cottonseed cake—June, 1929, 3,869 short tons; 6 months ended June, 76,911 tons, against 81,990 tons last year. Cottonseed meal—June, 1929, 825 tons; June, 1928, 144 tons; 6 months ended June, 1929, 13,815 tons, against 24,328 tons in 1928.

## The Blanton Company

ST. LOUIS  
Refiners of

**VEGETABLE OILS**

Manufacturers of

**SHORTENING  
MARGARINE**



# Vegetable Oil Markets

## WEEKLY REVIEW

**Market Quiet—Undertone Steady—Outside Markets Irregular—Cash Trade Slow—Weather Reports Mixed—Weevil Activity Factor—Trade Awaiting Developments.**

A rather small volume of trade featured the market for cotton oil futures on the New York Produce Exchange again the past week. Operations on the whole were without feature, with commission house trade on both sides in a limited way, while the ring crowd were first on one side and then on the other.

Sentiment continued mixed between weakness in lard and firmness in cotton, but again it was evident that the market was influenced in the main by the fluctuations in the white commodity. On the bulges, offerings increased a little, while on the breaks, scattered buying power developed. On the whole, however, there was no pressure on the market and the undertone appeared steadier.

Deliveries were made of 300 bbls. on August contracts but the oil was readily taken care of and had little or no effect. There was no disposition in evidence to increase commitments on either side, while the open interest in the market appeared content to look on pending developments.

### Trade Awaits New Crop News.

Cash oil trade was persistently reported as quiet, but deliveries are fairly steady against old orders. Routine news, however, attracts little or no attention, as the old oil situation is such to create little or no excitement, and it is generally felt that interest will remain limited pending better knowledge of the new crop output.

The weather in the South at times appeared quite satisfactory, although some additional moisture fell in the Eastern belt which was not favorable owing to the weevils, while in the Western areas dry weather and high temperatures were not satisfactory. At any rate there were numerous optimistic reports from private sources on the outlook, and many unfavorable crop advices.

Weevils were reported in parts of Texas, and there is little question but

that the weevil is keeping the trade in an uncertain state at this time. Climatic conditions consequently are watched closely from day to day, while the trade is also in an awaiting position for the private reports and the government crop estimate due on August 8.

A few of the private reports have made their appearance, one placing condition at 70.5 per cent, another at 68.9 per cent, while a western crop expert placed the indicated crop at 15,810,000 bales. The condition reports issued were about 2 points lower than the previous reports, but did not show the usual deterioration.

However, one private factor issued a report within the past week stating that the crop had finally started on a downward course as far as the condition

was concerned. At times there were more or less alarming weevil reports current but the weather will ultimately determine whether or not the weevil is to be an important factor in the final output.

The lard market displayed distinct weakness at times under liberal hog arrivals, liquidation and hedging pressure, scoring moderate recoveries, helped by outside firmness. The strength in grains attracted attention in oil but did not create much buying power.

A further advance in tallow and a better tone in other oils came in for some consideration but the disposition to keep close to shore remained in evidence, possibly due to a great extent to the fact that the market is lacking leadership on either side. The fact that oil is reasonably priced is talked of, but compound, on the other hand, is not on a favorable basis when compared with pure lard.

However, consumption appears to be at a fairly good rate, while the statistical position is well defined, leaving a situation where the new cotton crop is about the only factor on which uncertainty exists and speculation in oil for the time being depends.

### Crude Markets Are Inactive.

The crude markets were dull and more or less nominal. All reports indicate that there is very little business passing in new crop crude oil, while old crude appears to have passed out of the picture, particularly so far as the market is concerned.

The crude situation, nevertheless, will become more of a factor in the near future, and the possibilities are that the dullness in new crude oil, with buyers' and sellers' ideas said to be apart, is possibly one of the reasons for the quietness in the future market.

At this time there is little or nothing in sight to bring about any important price swings either way. The local elements are of the opinion that the market will back and fill over modest limits, but that prices will show stubbornness to pressure at these levels.

There are some who are still inclined to look for 9c oil, while others point

## SOUTHERN MARKETS

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Aug. 1, 1929.—Practically no crude moving this week. Old or new crop bid prices 7½c, Texas, and 7½c, Valley, with ½c higher asked by mills. Due to weevil damage in South Texas, mills in that section are less anxious to sell new crop crude, and this also is true for South Georgia. Only other section making early oil is South Louisiana, where prospects are good for a large crop and mills already are sold fairly well in advance. Good trade in bleachable refined around 8½c, Texas basis, with buyers bidding 8½c for round lots and sellers generally asking 8½c. More friendly feeling toward oil has developed on account of weevil reports coming in, but a few rains in western Texas and Oklahoma, coupled with continuance of good weather in Arkansas, Louisiana and Mississippi would probably cause a selling movement.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Aug. 1, 1929.—Crude market nominal with no trading in this territory. Forty-one per cent meal, \$40.00; loose cottonseed hulls, \$7.00, f.o.b. Memphis. Crop conditions very satisfactory.

# ASPEGREN & CO., Inc.

450 Produce Exchange Bldg.

New York City, N. Y.

BROKERS

## COTTON SEED OIL

ORDERS SOLICITED

TO BUY OR SELL PRIME YELLOW COTTON SEED OIL ON  
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

USED.

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U. S.

May, 1928.

Lbs.

22,441,087

321,226

11,155,044

1,918,380

7,763

6,881,586

4,040

1,878,322

3,229,023

436,023

131,502

68,805

372,257

1,887,414

3,975

7,844

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28,305,491

1,303,383

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457,880

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# FOUR

## DELIVERY POINTS

Established for the New Orleans Refined Cotton Seed Oil Contract, viz.:

NEW ORLEANS, at Basis.  
Dallas, Tex. at 35 points off basis.  
Houston, Tex. at 35 points off basis.  
Memphis, Tenn. at 5 points on basis.

Goes into effect with March contracts and thereafter.

In transit oil may be ordered shipped to certain destinations at fixed freight differentials.

New Orleans Cotton Exchange  
Trade Extension Committee

## The Procter & Gamble Co.

Refiners of all Grades of

## COTTONSEED OIL

PURITAN, Winter Pressed Salad Oil  
BOREAS, Prime Winter Yellow  
VENUS, Prime Summer White  
STERLING, Prime Summer Yellow  
WHITE CLOVER Cooking Oil  
MARIGOLD Cooking Oil  
JERSEY Butter Oil  
MOONSTAR Coconut Oil  
P & G SPECIAL (hardened) Coconut Oil

General Offices:

CINCINNATI • OHIO

Cable Address: "Procter"

## The Edward Flash Co.

17 State Street  
NEW YORK CITY

Brokers Exclusively  
ALL VEGETABLE OILS

In Barrels or Tanks

COTTON OIL FUTURES

On the New York Produce Exchange

out that oil is reasonable compared with lard and is selling at a price under cotton, whereas in other years speculative absorption has been attracted to the oil market.

COTTONSEED OIL—Market transactions:

Friday, July 26, 1929.

	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Spot .....				950 a	....
July .....	300	970	965	965 a	....
Aug. ....	600	956	956	950 a	966
Sept. ....	2400	970	964	964 a	....
Oct. ....	2400	973	966	967 a	966
Nov. ....				945 a	965
Dec. ....				964 a	967
Jan. ....	100	975	975	966 a	970
Feb. ....				968 a	977

Total sales, including switches, 5,800 bbls. P. crude S. E. unquoted.

Saturday, July 27, 1929.

Spot .....				950 a	....
July .....	900	980	970	960 a	....
Aug. ....	600	954	951	952 a	951
Sept. ....	400	965	965	960 a	965
Oct. ....				960 a	963
Nov. ....				945 a	960
Dec. ....	100	963	963	963 a	....
Jan. ....	300	965	964	965 a	964
Feb. ....				965 a	989

Total sales, including switches, 2,300 bbls. P. crude S. E. unquoted.

Monday, July 29, 1929.

Spot .....				950 a	....
Aug. ....	300	948	946	948 a	....
Sept. ....				958 a	962
Oct. ....				961 a	963
Nov. ....				950 a	960
Dec. ....	1300	960	956	960 a	962
Jan. ....	400	960	960	963 a	965
Feb. ....				965 a	969
Mar. ....				973 a	985

Total sales, including switches, 2,100 bbls. P. crude S. E. unquoted.

Tuesday, July 30, 1929.

Spot .....				950 a	....
Aug. ....				950 a	965
Sept. ....	1000	964	963	963 a	968
Oct. ....	2600	968	963	967 a	968
Nov. ....				965 a	975
Dec. ....	300	967	966	967 a	969
Jan. ....	100	970	970	972 a	974
Feb. ....				972 a	985
Mar. ....	1200	986	985	985 a	....

Total sales, including switches, 5,200 bbls. P. crude S. E. unquoted.

Wednesday, July 31, 1929.

Spot .....				950 a	....
Aug. ....				945 a	965
Sept. ....	300	965	964	964 a	....
Oct. ....	100	968	968	968 a	....
Nov. ....				960 a	970
Dec. ....	400	974	970	972 a	975
Jan. ....	100	972	977	976 a	978
Feb. ....				978 a	990
Mar. ....	700	988	987	987 a	988

Total sales, including switches, 1,600 bbls. P. crude S. E. unquoted.

Thursday, August 1, 1929.

Spot .....				955 a	....
Aug. ....				950 a	970
Sept. ....				970 a	966 a
Oct. ....				974 a	972 a
Nov. ....				965 a	975
Dec. ....				978 a	977 a
Jan. ....				983 a	982 a
Feb. ....				985 a	986
Mar. ....				991 a	995

Sales, 800 bbls.

See page 41 for later markets.

COCOANUT OIL—The market ruled rather quiet but steady, helped by strength in tallow and firmness in copra. Larger arrivals were reported but apparently going to consumers. At New York, nearby tanks quoted 7@7½c; futures, 7½c; Pacific Coast, nearby tanks, quoted 6½c; shipment tanks, 7@7½c.

CORN OIL—The last business reported was at 7½c, f.o.b. mills, but the market was quiet and steadier, with prices quoted at 7½@8c f.o.b.

SOYA BEAN OIL—While business was quiet, a fairly good inquiry was reported at times and the market was quoted at 9½c nominal; tanks, Pacific Coast, with replacement value said to be ½c higher. Strength in linseed oil continued to attract attention.

PALM OIL—While some business passed in spot Nigre, New York, at 7½c, trade on the whole was quiet and the market steady, with offerings well held and the tone abroad firm. At New York, spot Nigre was quoted at 7½c; shipment Nigre, 7.40@7.45c; spot Lagos, 8@8½c; shipment Lagos, 7½c.

PALM KERNEL OIL—While the tone was very steady, demand was slow, with bulk oil, New York, quoted at 7½c; casks quoted at 8½@8¾c.

OLIVE OIL FOOTS—A quiet but steady situation continued to rule in this market, with spot and shipment foots, New York, quoted at 9@9½c.

RUBBERSEED OIL—Low grade was quoted at 6½c, and high grade at 7c for August shipment.

PEANUT OIL—Market nominal.

SESAME OIL—Market nominal.

COTTONSEED OIL—Demand for store oil was quiet but the spot market barely steady, with store oil held at ¼c over August. Little or nothing was heard of crude oil.

## SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, Aug. 1, 1929, based on expressions of member companies of the Shortening and Oil Division of the Interstate Cottonseed Crushers' Association as to their quantity selling programs, were as follows:

Shortening.		Per lb.
North and Northeast:		
Carlota, 26,000 lbs.	.....	@11¼
3,500 lbs. and up	.....	@11½
Less than 3,500 lbs.	.....	@12
South:		
10,000 lbs.	.....	10½@11
Less than 10,000 lbs.	.....	11½@12½
Pacific Coast:		@11½
Salad Oil.		
North and Northeast:		
Carlota, 26,000 lbs.	.....	10½@11
5 bbls. and up	.....	@11¼
1 to 4 bbls.	.....	11½@12
South:		
Carlota, 26,000 lbs.	.....	@10½
5 bbls. and up	.....	@11
1 to 4 bbls.	.....	11½@12½
Pacific Coast:		@11½

Cooking Oil—White.

¾c per lb. less than salad oil.

Cooking Oil—Yellow.

¾c per lb. less than salad oil.

## HULL OIL MARKET.

Hull, England, July 31, 1929.—(By Cable).—Refined cottonseed oil, 36s; Egyptian crude cottonseed oil, 32s 6d.

How is cottonseed oil bleached? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

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%@11 1/4  
%@11 1/2  
%@11 3/4

%@10 1/4  
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The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products backed and filled, but the undertone was heavy with demand limited, further liquidation and hedge pressure. Increasing stocks of lard offset a lighter hog run and a firmer hog market. Chicago lard stocks increased about 8,500,000 lbs. last month.

Cottonseed Oil.

The cotton oil market is quite featureless, backing and filling with cotton and awaiting developments. The weather is showery, but cotton reports are better. Crude is quoted at 7 1/4%.

Quotations on cottonseed oil at New York, Friday noon, were: August, \$9.45@9.65; Sept., \$9.60@9.65; Oct., \$9.46@9.68; Nov., \$9.60@9.68; Dec., \$9.70@9.73; Jan., \$9.73@9.76; Feb., \$9.73@9.85; March, \$9.85@9.90.

Tallow.

Tallow, extra, 7 1/2%@7 3/4%.

Stearine.

Stearine, oleo, 10%@11c.

FRIDAY'S GENERAL MARKETS.

New York, Aug. 2, 1929.—Lard, prime western, \$12.55@12.65; middle western, \$12.40@12.50; city, 12 1/4%; refined continent, 12 1/4%; South American, 13 1/4%; Brazil kegs, 14 1/4%; compound, 11 1/4%.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, Aug. 1, 1929.—General provision market dull and very little activity. Hams, picnics, square shoulders and pure lard very quiet.

Friday's prices were as follows: Hams, American cut, 117s; Liverpool shoulders, square, 81s; hams, long cut, 113s; picnics, 78s; short back, 92s; bellies, clear, 88s; Canadian, 114s; Cumberland, 89s; spot lard, 63s 3d.

EUROPEAN PROVISION CABLES.

The market at Hamburg showed little alteration, according to cable advices to the United States Department of Commerce. Receipts of lard for the week were 963 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 70,000, at a top Berlin price of 18.82c a lb., compared with 80,000 at 15.79c a lb., for the same week last year.

The Rotterdam market was rather quiet and somewhat weaker for vegetable oils.

The market at Liverpool was steady with consumptive demand fair. Prices steady because of small shipments afloat.

The total of pigs bought in Ireland for bacon curing was 22,000 for the week compared with 23,000 for the same period of last year.

The estimated slaughter of Danish hogs for the week ending July 26, 1929, was 82,000, compared with 82,000 for the same period of last year.

LIVERPOOL PROVISION STOCKS.

Stocks of provisions on hand at Liverpool on August 1, 1929, with comparisons, as estimated by the Liverpool Provision Trade Association, were as follows:

	Aug. 1, 1929.	July 1, 1929.	Aug. 1, 1928.
Bacon, lbs. ....	6,153,840	5,280,352	3,401,718
Hams, lbs. ....	1,633,988	1,860,216	455,392
Shoulders, lbs. ....	512,250	426,048	13,328
Lard, tierces ....	448	732	541
Lard, refined, tons. ....	0,421	5,296	4,792

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Aug. 2, 1929, show exports from that country were as follows: To England, 111,902 quarters; to the Continent, 8,947 quarters.

Exports of the previous week were as follows: To England, 28,215 quarters; to the Continent, 40,363 quarters.

JULY HOG RUN A RECORD.

Hog receipts at the 11 principal markets of the country totaled 2,289,000 compared with 1,954,000 last year and 2,074,000 in July, 1927. This was the heaviest run for any July since 1924, and the largest for any month since February so far this year.

At Chicago the receipts for the month, at 656,308, were more than 90,000 larger than last year, and 60,000 larger than in July, 1927.

The average weight at Chicago was 254 lbs., compared with 245 lbs. in June, 239 lbs. in July of last year and 246 lbs. in the same month two years ago.

EAST AFRICAN PORK PACKING.

Canned pork products are being made in British East Africa. A bacon factory established on the Uteke Estates, Iringa District, Tanganyika Territory, started operations last February. The factory is said to possess a complete canning plant, the first canned pork being turned out last May.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on August 1, 1929:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>STEERS (700 lbs. up):</b>				
Choice .....	\$23.00@24.00	\$23.00@24.00	\$23.00@24.50	\$23.00@24.00
Good .....	22.00@23.00	22.00@23.00	22.00@23.50	23.00@23.50
<b>STEERS (550-700 lbs.):</b>				
Choice .....	23.00@24.00		23.00@24.50	25.00@26.00
Good .....	22.00@23.00		21.50@23.50	23.50@24.50
<b>STEERS (500 lbs. up):</b>				
Medium .....	19.00@21.00	20.50@22.00	17.00@21.00	19.00@22.00
Common .....	17.00@19.00	19.00@20.50	16.00@18.00	17.00@18.00
<b>STEERS (1):</b>				
<b>Yearling (300-550 lbs.):</b>				
Choice .....	23.00@24.00		23.00@25.00	
Good .....	22.00@23.00		22.00@24.00	
Medium .....	20.00@22.00			
<b>COWS:</b>				
Good .....	17.00@18.00	17.50@18.50	18.00@19.00	18.00@19.00
Medium .....	15.00@17.00	16.50@17.50	15.00@17.00	16.50@17.50
Common .....	14.00@15.00	15.50@16.50	14.00@15.00	15.00@16.50
<b>Fresh Veal and Calf Carcasses:</b>				
<b>VEALERS (2):</b>				
Choice .....	24.00@26.00	24.00@25.00	25.00@27.00	
Good .....	23.00@24.00	22.00@24.00	23.00@25.00	22.00@24.00
Medium .....	21.00@23.00	19.00@22.00	21.00@23.00	20.00@22.00
Common .....	19.00@21.00	17.00@19.00	20.00@22.00	
<b>CALF (2) (3):</b>				
Choice .....			22.00@25.00	
Good .....	17.00@19.00	19.00@20.00	21.00@23.00	20.00@22.00
Medium .....	16.00@17.00	17.00@19.00	17.00@20.00	18.00@20.00
Common .....	15.00@16.00	15.00@17.00	15.00@17.00	16.00@18.00
<b>Fresh Lamb and Mutton:</b>				
<b>LAMB (33 lbs. down):</b>				
Choice .....	27.00@28.00	24.00@26.00	24.00@26.00	26.00@28.00
Good .....	25.00@27.00	23.00@25.00	22.00@25.00	25.00@27.00
Medium .....	22.00@24.00	20.00@23.00	19.00@21.00	21.00@24.00
Common .....	18.00@21.00	17.00@20.00	13.00@18.00	16.00@20.00
<b>LAMB (39-45 lbs.):</b>				
Choice .....	27.00@28.00	24.00@26.00	23.00@26.00	26.00@28.00
Good .....	25.00@27.00	23.00@25.00	21.00@24.00	25.00@27.00
Medium .....	22.00@24.00	20.00@23.00	17.00@21.00	21.00@24.00
Common .....	18.00@21.00	17.00@19.00	14.00@17.00	16.00@20.00
<b>LAMB (46-55 lbs.):</b>				
Choice .....	25.00@26.00		23.00@25.00	24.00@26.00
Good .....	24.00@25.00		22.00@24.00	23.00@25.00
<b>MUTTON (Ewe) 70 lbs. down:</b>				
Good .....	12.00@14.00	14.00@16.00	12.50@14.00	13.00@14.00
Medium .....	10.00@12.00	12.00@14.00	10.00@11.50	12.00@13.00
Common .....	9.00@10.00	10.00@12.00	9.00@10.00	
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. av. ....	25.50@27.50	25.00@27.00	26.00@28.00	25.00@28.00
10-12 lbs. av. ....	24.00@25.50	24.00@26.00	25.00@27.00	24.00@27.00
12-15 lbs. av. ....	21.00@22.50	20.00@22.00	22.00@24.00	19.00@23.00
16-22 lbs. av. ....	17.00@19.00	16.50@18.00	18.00@20.00	16.00@19.00
<b>SHOULDERS N. Y. Style, Skinned:</b>				
8-12 lbs. av. ....	16.50@17.50		17.00@19.00	18.00@20.00
<b>PICNICS:</b>				
6-8 lbs. av. ....		16.50@17.50	16.00@18.00	
<b>BUTTS Boston Style:</b>				
4-8 lbs. av. ....	20.50@22.50		22.00@24.00	21.00@24.00
<b>SPARE RIBS:</b>				
Half Sheets .....	13.00@13.50			
<b>TRIMMINGS:</b>				
Regular .....	10.50@11.00			
Lean .....	20.00@20.50			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at Chicago and New York. (3) Includes sides at Boston and Philadelphia.



## REVISED HIDE DIFFERENTIALS.

The adjustment committee of the New York Hide Exchange, at a regular meeting held on July 29, 1929, revised its price differentials between the basis grade and the premium and discount grades of hides which may be delivered against Exchange contracts.

These differentials are effective July 30, to prevail until further notice, and are based on hides taken off in the United States and Canada in the non-discount months of July, August and September, and on hides taken off in the Argentine in the non-discount months of December, January and February.

The differentials on frigorifico hides are based on delivery ex-dock including freight, insurance, weighing, bundling, taring and financing.

## FRIGORIFICO HIDES.

Steers	Cents per lb.
Light steers	145 premium
Cows	.90 premium
Ex. light cows & steers	1.45 premium
	2.25 premium

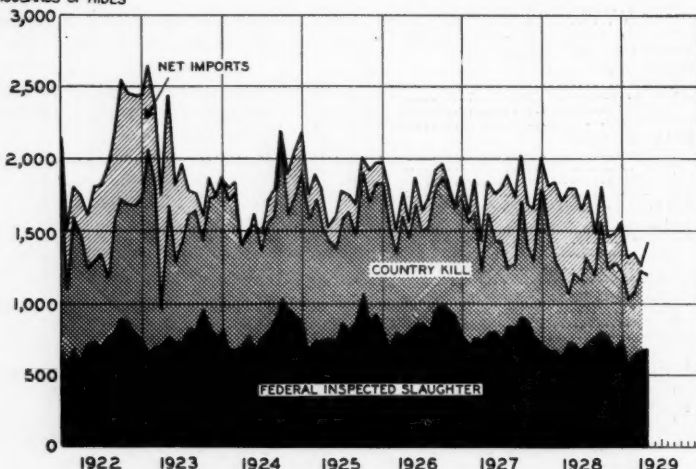
## PACKER HIDES.

Heavy native steers	1.00 premium
Ex. light native steers	.50 premium
Heavy native cows	.50 premium
Light native cows	Basis
Heavy butt branded steers	.50 premium
Heavy Colorado steers	.50 discount
Heavy Texas steers	.50 premium
Light Texas steers	.50 discount
Ex. light Texas steers	.50 discount
Branded cows	.50 discount

## PACKER TYPE HIDES.

Branded cows and steers	1.25 discount
Native cows and steers	No differential

THOUSANDS OF HIDES



## SOURCES OF U. S. HIDE SUPPLY.

This chart shows the source from which the hide supply of the United States was obtained from the beginning of 1922 to date.

The number of hides produced under federal inspected slaughter throughout much of the period was somewhat less than those produced under what is known as "country kill." However, the section showing country kill includes not only farm kill, but the kill in packinghouses not under federal inspection. In some cases this would indicate a better take-off and better handling than is followed in farm kill.

It will be noted that throughout much of the period the import of hides is not large compared to the domestic production. In 1927 and 1928 when domestic cattle slaughter was at low levels, there was considerable increase in imports. Imported hides were in large number, also, throughout much of 1922 and 1923 when domestic production was large.

From this chart total hide utilization would appear to show fluctuations within a fairly narrow range from year to year, with the exception of the peak years of 1922-23 and the latter part of 1924.

The chart was prepared by the New York Hide Exchange.

## PACKERS LIVESTOCK COSTS.

Packers buying livestock on the 10 important markets of the country paid \$3.79 a hundred pounds more for all kinds of livestock in 1928 than in 1924, according to a bulletin just issued by the Bureau of Railway Economics. In 1928 the average price paid per 100 lbs. was \$11.15 compared with \$7.36 in 1924.

Freight charges per 100 lbs. were 41c in 1924 and 40c in 1928, while other costs of distribution amounted to 22c per 100 lbs. in 1924 and 23c in 1928.

The average net proceeds to the seller at the shipping point rose from \$6.73 in 1924 to \$10.52 in 1928, indicating that the entire increase in price resulted to the advantage of the shipper.

The markets included in the study were Chicago, East St. Louis, Baltimore, Fort Worth, Jersey City, Kansas City, Lancaster, Pa., Nashville, South Omaha and South St. Paul.

## HIDE INSPECTION BUREAU.

Organization of the hide inspection bureau of the New York Hide Exchange has been completed, and the bureau is now ready for certification work. The staff comprises four inspectors, all of whom are well known to the industry.

Roscoe Manley, well-known in the industry for the past 25 years, is inspector-in-chief. He was for 15 years buyer and branch manager for the United States Leather Co., and for several years was in charge of the hide department of the largest packing plant in the East.

Thomas F. Ryan has been named inspector in charge of Chicago operations. Mr. Ryan started in the hide

business at Armour and Company's hide cellar in Chicago in 1899, and for 18 years has been chief inspector for the United States Leather Co.

Edward Kruger, also attached to the exchange's inspection bureau in Chicago, was employed as inspector by W. D. Smith for ten years.

Frank Kincade, serving with Mr. Manley in the New York inspection service, was employed by Jacob Stern & Sons of Philadelphia for about 30 years, and also by large tanners.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended July 27, 1929, were 2,880,000 lbs.; previous week, 2,947,000 lbs.; same week last year, 2,880,000 lbs.; from January 1 to July 27 this year, 116,743,000 lbs.; same period a year ago, 126,717,000 lbs.

Shipments of hides from Chicago for the week ended July 27, 1929, were 3,374,000 lbs.; previous week, 3,501,000 lbs.; same week last year, 3,850,000 lbs.; from January 1 to July 27 this year, 128,743,000 lbs.; same period a year ago, 133,119,000 lbs.

## TANNERS' JUNE HIDE STOCKS.

Stocks of raw hides and skins held by tanners on June 30, 1929, with comparisons, are given by the U. S. Department of Commerce as follows:

	June 30, 1929.	May 31, 1929.
Cattle, total hides.....	1,324,742	1,265,502
Green salted, hides:		
Steers.....	431,975	465,252
Cows.....	439,662	548,423
Bulls.....	30,894	36,071
Unclassified.....	157,934	157,309
Dry or dry salted, hides.....	64,276	58,456
Calf, skins.....	2,182,390	1,585,920
Kip, skins.....	200,951	191,048
Sheep and lamb, skins.....	6,254,493	5,216,029
Goat and kid, skins.....	9,514,580	8,668,044
Cabretta, skins.....	552,781	513,572

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended July 25, 1929, with comparisons, as reported by the Dominion Livestock Branch:

## BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended July 25.	Prev. week.	Same week, 1928.
Toronto.....	\$11.75	\$11.50	\$12.25
Montreal.....	11.00	11.85	10.75
Winnipeg.....	10.50	11.00	10.50
Calgary.....	10.00	10.35	10.00
Edmonton.....	9.25	10.25	9.50
Prince Albert.....	8.00	8.00	8.75
Moose Jaw.....	10.00	9.50	9.00
Saskatoon.....	10.00	10.00	8.50

## VEAL CALVES.

	Week ended July 25.	Prev. week.	Same week, 1928.
Toronto.....	\$17.00	\$15.50	\$15.00
Montreal.....	13.50	12.50	12.00
Winnipeg.....	13.00	14.00	13.00
Calgary.....	9.25	11.00	10.50
Edmonton.....	11.00	11.00	11.00
Prince Albert.....	9.00	10.00	9.00
Moose Jaw.....	10.00	10.00	11.00
Saskatoon.....	10.00	10.00	10.00

## SELECT BACON HOGS.

	Week ended July 25.	Prev. week.	Same week, 1928.
Toronto.....	\$15.25	\$14.75	\$13.50
Montreal.....	15.00	14.75	13.00
Winnipeg.....	14.50	13.50	12.50
Calgary.....	13.50	13.50	12.00
Edmonton.....	13.50	13.50	11.85
Prince Albert.....	14.50	13.75	12.25
Moose Jaw.....	13.00	13.40	12.40
Saskatoon.....	13.80	13.53	11.85

## GOOD LAMBS.

	Week ended July 25.	Prev. week.	Same week, 1928.
Toronto.....	\$14.50	\$16.00	\$16.00
Montreal.....	14.00	15.50	14.00
Winnipeg.....	12.50	14.50	13.00
Calgary.....	12.50	14.00	13.00
Edmonton.....	10.00	12.00	11.00
Prince Albert.....	11.50	11.50	11.00
Moose Jaw.....	12.00	13.00	14.00
Saskatoon.....	12.00	13.00	14.00

# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—Market fairly active during the week, with further strength shown in heavy hides, as evidenced by  $\frac{1}{2}$ c advance paid for heavy native steers; however, branded cows declined  $\frac{1}{2}$ c on sales by one packer, while other packers have declined this price, asking steady money. Buyers' ideas were lower on light native cows early in the period, but a fairly good clearance was effected later at last week's price. The movement, so far, totals about 70,000 hides, mixed June and July take-off but running well to Julys; further trading pending and total sales will probably be larger before the week ends.

Spread native steers last sold in the East at 20c for April-June take-off. Upwards of 25,000 heavy native steers moved this week at  $18\frac{1}{2}$ c, an advance of  $\frac{1}{2}$ c; more wanted. Extreme native steers declined  $\frac{1}{4}$ c on sales of about 4,000 Julys at  $17\frac{1}{2}$ c.

About 4,000 butt branded steers were reported at  $17\frac{1}{2}$ c, steady for June-July take-off. One packer moved 3,000 Colorados, another a car June-July take-off, all at  $16\frac{1}{2}$ c; this price declined in other directions, asking 17c. One car of Missouri River point heavy Texas steers sold at  $17\frac{1}{2}$ c, steady. Light Texas steers quoted at  $16\frac{1}{2}$ c last paid. Extreme light Texas steers quoted with branded cows at 16c.

Last trading in heavy native cows was at 18c; straight Chicago July and August take-off could be readily sold at 18c, while buyers do not want to pay 18c for mixed points. After declining bids of  $16\frac{1}{2}$ c early for light native cows, all packers moved close to 25,000 Julys at 17c, steady; more available at this figure. One packer sold 7,000 June-July branded cows at 16c, or  $\frac{1}{2}$ c decline; rumors that Junes brought but  $15\frac{1}{2}$ c denied. Couple packers decline to sell branded cows at 16c, asking  $16\frac{1}{2}$ c.

Last trading in native bulls was at  $12\frac{1}{2}$ c for June-July take-off. Branded bulls nominally  $11\frac{1}{2}$ c, with south-erns offered at  $12\frac{1}{2}$ c.

The South American market advanced half-dollar gold, on late sales at \$37.00, equal to about  $17\frac{1}{2}$ c, or  $\frac{1}{4}$ c advance over last week. Market fairly active and earlier trading at \$36.75, equal to about  $17\frac{1}{2}$ c. Market appears to be firm on the new basis.

**SMALL PACKER HIDES**—The last local lot of July hides moved late last week, about 6,000, at 17c for all-weight native steers and cows and  $15\frac{1}{2}$ c for branded, previously paid for practically all local Julys. Some August hides are now being offered on this basis and trading expected shortly.

Last trading in the Pacific Coast market was by San Francisco packers at 15c flat for June steers and cows; others asking  $15\frac{1}{2}$ c.

**HIDE TRIMMINGS**—Big packer hide trimmings quoted at \$36.00 per ton, Chicago basis; small packer trimmings around \$33.00.

**COUNTRY HIDES**—Trading continues dull in the country market, with very few hides being offered. Good all-weights in demand at  $12\frac{1}{2}$ c and quoted  $12\frac{1}{2}$ c@ $12\frac{1}{2}$ c. Heavy steers and cows nominally  $11\frac{1}{2}$ c. Buyers claim

they can buy outside buffs at  $12\frac{1}{2}$ c but generally quoted  $12\frac{1}{2}$ c@ $13$ c. Sales of 25/45 lb. extremes reported in a small way at  $15\frac{1}{2}$ c, some asking 16c. All-weight branded quoted  $11\frac{1}{2}$ c@ $11\frac{1}{2}$ c, less Chicago freight.

**CALFSKINS**—Market steady. One packer sold 5,000 Julys at 23c for north-erns. This week, another packer moved 11,000 June and July calf at 23c, northern basis.

Late last week couple cars Chicago city calf sold on split weight basis, 22c for 10/15 lb. and 21c for 8/10 lb. Outside cities offered at 21c for straight weights. Mixed cities and countries around 19@ $19\frac{1}{2}$ c; straight countries, 17@18c. Chicago city light calf and deacons,  $1.55$ @ $1.60$ .

**KIPSKINS**—Packer kips declined sharply when one packer moved 7,000 June and July kips at  $20\frac{1}{2}$ c for north-ern natives,  $18\frac{1}{2}$ c for over-weights and  $16\frac{1}{2}$ c for branded.

Later Trading.—Packer kips recovered sharply late this week; one packer sold 12,000 July native kips at  $21\frac{1}{2}$ c, northern basis.

First-salted Chicago city kips nominally 19@ $19\frac{1}{2}$ c. Mixed cities and countries 17c. Straight countries around 16c.

Packer regular slunks last sold at \$1.40. Trading awaited to establish market on hairless.

**HORSEHIDES**—Market continued slow, with good city renderers priced  $\$5.75$ @ $6.25$ , ranging down to  $\$4.75$ @ $5.25$  asked for mixed lots.

**SHEEPSKINS**—Dry pelts quoted 20@21c per lb. One lot of 3,250 straight No. 1 big packer shearlings sold at  $\$1.17\frac{1}{2}$ ; sales of No. 2's at  $\$1.10$ , and a car of No. 2's moved at  $\$1.00$  for Idaho lambs. Pickled skins were moved in a good way previous week, at  $\$9.25$  to  $\$9.50$ , and few remaining lots  $\$9.50$  asked. Spring lambs last sold in the East at  $\$2.25$  cwt. live lamb; small packer lambs offered locally at  $\$1.75$ @ $1.80$  each, averaging 79 lbs., and  $\$2.15$  per cwt. live lamb.

**PIGSKINS**—No. 1 pigskin strips continue dull and nominally  $6\frac{1}{2}$ @ $7$ c. Gelatine stocks quoted 5c for fresh frozen and  $4\frac{1}{2}$ c green salted.

## New York.

**PACKER HIDES**—Further trading by other packers late last week, during which advance of  $\frac{1}{2}$ c was paid for butt branded steers, about cleaned up July productions. Native steers were sold at 18c, butt brands at  $17\frac{1}{2}$ c and Colorados  $16\frac{1}{2}$ c.

**COUNTRY HIDES**—Offerings light and buyers and sellers generally apart, resulting in slow market. Buff weights quoted  $12\frac{1}{2}$ @ $13$ c; good 25/45 lb. extremes generally  $15\frac{1}{2}$ c top.

**CALFSKINS**—Calfskin market at a standstill this week. The 5/7's have been offered at  $\$1.85$ , 7/9c and  $\$2.35$  and 9/12's at  $\$3.15$ . Last trading in 12/17 lb. veal kips was at  $\$3.45$ .

## New York Hide Exchange Futures.

Closing quotations on futures trading on the New York Hide Exchange for the days mentioned:

Saturday, July 27, 1929.—Aug. 16.70 nom.; Sept. 16.90@17.20; Oct. 17.00@17.45; Nov. 17.50@17.80; Dec. 18.06@

18.10; Jan. 18.15@18.25; Feb. 18.15 bid; Mar. 18.20 bid; Apr. 18.40 bid; May 18.65 bid; June 18.70@19.00; July 18.70 bid. Closed firm. Sales 2 lots.

Monday, July 29, 1929.—Aug. 16.50 nom.; Sept. 16.70@17.20; Oct. 17.00@17.45; Nov. 17.40@17.80; Dec. 18.00@18.05; Jan. 18.10@18.15; Feb. 18.25@18.33; Mar. 18.25 bid; Apr. 18.40@18.60; May 18.65@18.75; June 18.70 bid; July 18.60 bid. Market steady. Sales 15 lots.

Tuesday, July 30, 1929.—Aug. 16.35@16.90; Sept. 16.80@17.25; Oct. 17.15@17.50; Nov. 17.50@17.90; Dec. 18.05@18.15; Jan. 18.15@18.20; Feb. 18.15@18.30; Mar. 18.20 bid; Apr. 18.35 bid; May 18.75 sale; June 18.70 bid; July 18.70 bid. Closed strong. Sales 19 lots.

Wednesday, July 31, 1929.—Aug. 16.00@17.00; Sept. 17.00@17.40; Oct. 17.20@17.40; Nov. 17.50@17.80; Dec. 18.05; Jan. 18.07 bid; Feb. 18.10 bid; Mar. 18.20 bid; Apr. 18.30 bid; May 18.65@18.70; June 18.70 bid; July 18.60 bid. Market steady. Sales 23 lots.

Thursday, August 1, 1929.—Aug. 16.25@17.25; Sept. 17.00@17.50; Oct. 17.25@17.50; Nov. 17.65@17.90; Dec. 18.10@18.25; Jan. 18.15 bid; Feb. 18.25 bid; Mar. 18.30 bid; Apr. 18.35 bid; May 18.80@18.90; June 18.70 bid; July 18.70 bid. Closed firm. Sales 23 lots.

Friday, August 2, 1929.—Aug. 16.25@16.75; Sept. 17.00@17.60; Oct. 17.20@17.70; Nov. 17.50@18.00; Dec. 18.20; Jan. 18.20@18.70; Feb. 18.20@18.40; Mar. 18.25 bid; Apr. 18.25 bid; May 18.75@19.00; June 18.65 bid; July 18.70 bid. Sales 4 lots.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Aug. 2, 1929, with comparisons, are reported as follows:

Spr. nat.	Week ended Aug. 2, 1929.	Prev. week.	Cor. week, 1928.	
			Aug. 2, 1929.	1928.
strs. .... 20	@20 $\frac{1}{2}$ n	@20	25	@25 $\frac{1}{2}$
Hvy. nat. strs. ....	@18 $\frac{1}{2}$	@18b	23	@23 $\frac{1}{2}$
Hvy. Tex. strs. ....	@17 $\frac{1}{2}$	@17 $\frac{1}{2}$		@17 $\frac{1}{2}$
Hvy. butt				
Brnd'd strs. ....	@17 $\frac{1}{2}$	@17 $\frac{1}{2}$		@23
Hvy. Col. strs. ....	@16 $\frac{1}{2}$ b	@16 $\frac{1}{2}$ b		@22 $\frac{1}{2}$
Ex-light Tex.				
strs. .... 16	@16 $\frac{1}{2}$	@16 $\frac{1}{2}$	22	@22 $\frac{1}{2}$
Brnd'd cows. 16	@16 $\frac{1}{2}$	@16 $\frac{1}{2}$		@22 $\frac{1}{2}$
Hvy. nat. cows	@18	@18b		@23 $\frac{1}{2}$
Lt. nat. cows	@17	@17		@23
Nat. bulls .... 12 $\frac{1}{2}$	@12 $\frac{1}{2}$	@12 $\frac{1}{2}$	17 $\frac{1}{2}$	@18 $\frac{1}{2}$
Brnd'd bulls. 11	@11 $\frac{1}{2}$	@11 $\frac{1}{2}$	16 $\frac{1}{2}$	@17 $\frac{1}{2}$
Calfskins ....	@20 $\frac{1}{2}$	@20 $\frac{1}{2}$	27	@27 $\frac{1}{2}$
Kips, nat. ....	@20 $\frac{1}{2}$	@20 $\frac{1}{2}$	27	@27 $\frac{1}{2}$
Kips, ov-wt. ....	@18 $\frac{1}{2}$	@18 $\frac{1}{2}$		@21
Kips, brnd'd. ....	@16 $\frac{1}{2}$	@16 $\frac{1}{2}$		@25
Slunks, reg. ....	@1.40	@1.40	1.00	@1.70
Slunks, hris. 30	@40n	@40n		@60
Light native butt branded and Colorado steers 1c per lb. less than heavies.				

## CITY AND SMALL PACKERS.

Nat. all-wts. ....	@17ax	@17	22 $\frac{1}{2}$	@23
Branded ....	@15 $\frac{1}{2}$ ax	@15 $\frac{1}{2}$	22	@22 $\frac{1}{2}$
Nat. bulls ....	@12 $\frac{1}{2}$	@12 $\frac{1}{2}$	17 $\frac{1}{2}$	@18n
Brnd'd bulls. ....	@11	@11	16 $\frac{1}{2}$	@17n
Calfskins ....	@21 $\frac{1}{2}$ n 20	@20 $\frac{1}{2}$		@28ax
Kips .... 19	@19 $\frac{1}{2}$ n	@19 $\frac{1}{2}$ n		@24
Slunks, reg. ....	@1.20	@1.20		@1.50n
Slunks, hris. ....	@30n	@30n		@50n

## COUNTRY HIDES.

Hvy. strs. ....	@11 $\frac{1}{2}$ n	@12n	17 $\frac{1}{2}$	@18
Hvy. cows. ....	@11 $\frac{1}{2}$ n	@12n	17 $\frac{1}{2}$	@18
Butts .... 12 $\frac{1}{2}$	@13	@13		@20ax
Extremes .... 15 $\frac{1}{2}$	@16	15 $\frac{1}{2}$	22	@22 $\frac{1}{2}$
Bulls ....	@9 $\frac{1}{2}$ n	@10n		@15n
Calfskins .... 17	@18	@17 $\frac{1}{2}$		@24n
Kips ....	@16n	@16	23	@23 $\frac{1}{2}$
Light calf .... 1.10@1.20	1.00@1.10	1.00@1.10	1.50	@1.60
Deacons .... 1.10@1.20	1.00@1.10	1.00@1.10	1.50	@1.60
Slunks, reg. 50	@60	@60	75	@90
Slunks, hris. 10	@15	@15	25	@30
Horsehides .... 3.00@3.25	3.00@3.00	3.00@3.00	4.75	@4.80
Hogskins .... 60	@65	@60	90	@95

## SHEEPSKINS.

Pkr. lambs. ....	@2.25 cwt.	@2.25 cwt.		
Sm. pkr. ....				
lambs .... 1.75@1.80	2.00@2.10			
Pkr. shearings. 1.00@1.17 $\frac{1}{2}$	@1.15			@1.45
Dry pelts .... 20	@21	20	@21	26

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# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Aug. 1, 1929.

**CATTLE**—Compared with a week ago, fed steers and yearlings, excepting strictly choice long yearlings and weighty fed steers, 50c to \$1.00 lower; she stock showed comparable downturns, all killing classes having been flattened out in face of liberal receipts and very bearish dressed beef market. Cutter cows, about 50c lower. All cows, excepting drylot specialties, now stand \$1.00@1.50 lower than early last week. Trade very slow at decline, as both large and small packer coolers are congested with beef; vealers, \$1.00@2.00 lower. Extreme top fed steers this week, \$16.70; yearlings, \$16.50; practical top heifer yearlings, \$15.00; most short fed and strictly grainfed steers, \$12.75@14.75 as week closed. Bullocks eligible to \$16.00 and better held practically steady during week; grass fat cows closed on \$7.00@8.75 basis, with cutter cows at \$6.00@6.75. Weighty sausage bulls closed the week around \$9.25, only meaty specialties making \$9.50 and better. Light vealers finished at \$13.50@15.00, with selected kinds at \$15.50@16.00.

**HOGS**—Generous receipts at the week's opening, with a narrow outlet for dressed products forced prices sharply lower; shipping demand continued light. Big packers were very light buyers. With curtailed later receipts, prices advanced slowly until bulk of the opening declines were regained. Late top, \$12.25; bulk good and choice 160- to 220-lb. weights today, \$12.00@12.25; most 230- to 260-lb. averages, \$11.25@11.80; odd loads, 270- to 350-lb. butchers, \$10.60@11.20. Packing sows were in good demand; bulk desirable light and medium weights, \$9.50@10.00; few heavy weights, \$9.25

@9.40. Demand for pigs very narrow; bulk desirable strongweights, \$11.00@ \$11.75.

**SHEEP**—Light marketing prompted price strength after Monday in spite of a slow and lower dressed lamb trade. Compared with a week ago, killing classes were mostly 25c lower. Week's tops: Range lambs, \$13.75; natives, \$13.60; fat ewes, \$6.50. Bulks: Range lambs, \$13.50@13.75; natives, \$13.00@13.50; fat ewes, \$5.00@6.50; early top, \$14.00 for choice 57 lb. weights.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., Aug. 1, 1929.

**CATTLE**—Increased supplies of cattle, most of which were grass fat kinds, reflected a weaker undertone in the market, and most classes show material losses. Strictly choice grain fed steers and yearlings selling at \$15.50 and above held at steady to strong levels, but other native feed offerings are 25@50c lower, while straight grass steers declined 50c@1.00 as compared with last Thursday. Strictly choice heavy steers, scaling 1,601 lbs., established a new high mark for the year at \$16.30. Most of the fed arrivals ranged from \$11.00@15.50, while grass fat kinds went from \$8.00@10.50. She stock and bulls are 25@50c lower. Vealers and calves \$1.00@2.00 off, with the late veal top at \$12.00.

**HOGS**—Trade in hogs ruled very uneven. Prices were sharply lower the first two days, but reaction on later days recovered a part of the loss. However, final prices are 20@30c lower than a week ago on practically all classes. The late top rested at \$11.75 on choice 190- to 210-lb. weights. Shippers have been liberal buyers, taking the bulk of the arrivals scaling from 230 lbs. down.

Packing grades have been under pressure and values are 50@60c lower for the week.

**SHEEP**—Fat lambs moved rather slowly during the week, and prices are 25 to 50c under a week ago, but about steady with Monday's levels. The week's top of \$13.50 was paid for best Idaho lambs on both Monday's and Thursday's market. Most of the Colorado and Idaho lambs cleared from \$12.75@13.50. Best natives reached \$13.00 and the bulk went from \$12.50@12.85. Mature classes were scarce, and final prices are strong to 25c higher. Fat ewes sold from \$5.50@6.75.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Aug. 1, 1929.

**CATTLE**—Choice steers and heifers were the only class to escape the downward trend of prices this week. Compared with one week ago: Choice steers and heifers sold steady; other native steers and other heifers, 50@75c lower; Western steers, 50c lower, spots off 75c; native cows and bulls, 50c lower; Western cows, 75c lower; low cutters, 25c lower; vealers, \$2.25 lower; 1,097-lb. steers topped at \$16.15, while heavies scaling 1,335-lb. landed \$15.60. Best yearlings made \$15.10; top heifers, \$14.40. Most native steers brought \$12.50@15.00; Western steers, largely \$10.40@11.80; fat heifers, \$12.50@13.25 largely; bulk of cows, \$7.75@8.50; most low cutters, \$5.50@6.00.

**HOGS**—Compared with week ago: Top prices on medium and heavy weight hogs have declined 25@40c; lights, 25@30c; packing sows, 50@60c, and pigs mostly \$1.00. Thursday's extreme top, \$12.15.

**SHEEP**—All previous declines early in the period on fat lambs and throw-outs have been recovered, and all classes are about steady compared with a week ago. Top lambs to packers, \$13.25; few lots to butchers, \$13.50. Bulk fat ewes \$5.00@6.00.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Aug. 1, 1929.

**CATTLE**—The market on fed steers and yearlings, as well as slaughter she stock, was very slow on each day of the week, with the trend to prices unevenly lower. The week's decline was quoted unevenly 25@75c, mostly around 50c, with the exception of strictly choice long feds of all weights which show the minimum decline. Veals and calves declined \$1.00@2.00, with the practical top on choice vealers, \$13.00. The week's top price of \$16.00 was paid for choice yearlings and medium weight steers. Big weight steers, averaging 1,540-lb., earned \$15.90.

**HOGS**—Declining dressed pork prices at Eastern consuming centers tended to unsettle the market on hogs, despite a marked curtailment in supplies, although on Thursday some reaction for the better was noted. Comparisons Thursday with Thursday show prices weak to \$25 lower. Thursday's top, \$11.70, was paid on sorted 190- to 200-lb. weights.

**SHEEP**—Lower trend to values on slaughter lambs and matured sheep

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was attributed to depressed market conditions in the dressed lamb situation at Eastern cities. On the local market, the decline to killing classes was quoted 25@50c, with Thursday's clearance for the bulk of the slaughter range lambs \$13.35@13.50; natives, \$12.50@12.75; top, \$13.00; slaughter ewes, \$5.50@6.00; top, \$6.25.

### SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Aug. 1, 1929.

**CATTLE**—Slaughter steers, yearlings and she stock mostly declined 25 @50c under generous receipts early, and a depressed beef trade. Choice medium and heavy weight beefs topped at \$16.35 early in the week; most steers, 1,100 lb. up, brought \$14.50 @16.00, and steers, 1,100 lb. down, and yearlings, cashed at \$13.00@15.50 largely. Best fed heifers reached \$14.50, and grass cows bulked at \$7.50 @8.50. Vealers suffered 50c to \$1.00 losses, and the late practical top stood at \$13.00. Bulls weakened and sausage kinds sold at \$8.50@9.00 mainly.

**HOGS**—Slaughter classes averaged about 25c lower. Choice 180- to 210-lb. weights sold at the top, \$11.65. Most 160- to 230-lb. averages turned at \$11.35 @11.60, with 240- to 300-lb. butchers largely \$10.75@11.25. Packing sows bulked at \$9.35@9.85, and smooth lights ranged up to \$10.00.

**SHEEP**—Fat lambs ruled 35@50c lower, and choice Idahos topped at \$13.50, with the bulk of better grade killers down to \$13.00. Fat ewes were 25c lower and sold up to \$6.50.

### ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

So. St. Paul, Minn., July 31, 1929.

**CATTLE**—The cattle market has been carrying a weak undertone for the past two weeks on all but choice grades of steers and yearlings. Buyers at this market were out recently to bring about an alignment of live prices with dressed prices, and the result was a downturn for the week of 50@75c on most killing classes. Choice steers at the opening earned \$15.15, the week's top, bulk of the grain fed steers and yearlings selling from \$12.75@13.75, with inbetween and grassy kinds on down to \$11.00; strictly grass fed kinds, \$9.00@11.00. Bulk of the beef cows cleared from \$6.75@8.50; heifers, \$9.00@10.75; cutters, \$5.75@6.75. Very few weighty medium grade bulls earned the practical top of \$8.75, bulk of this class selling from \$8.00@8.50, light bulls bulking from \$7.25@7.75. Good light vealers cashed from \$14.00@15.00, with most sales noted at \$14.00.

**HOGS**—On an unevenly steady to 25c lower market, heavy butchers and packing sows reflected the maximum loss. Desirable 160- to 210-lb. averages sold at \$11.75, with hogs averaging from 210 to 240 lb. scarce and salable at \$11.25@11.75. Butchers averaging 240 to 260 lb. cleared at \$10.75@11.25, with heavier weights at \$10.00@10.50 mostly. Bulk of the packing sows sold at \$9.25@9.40 or better.

**SHEEP**—Lambs suffered sharp price reversals, ruling 75c@\$1.00 lower, better grades sharing the minimum decline. Bulk of the native lambs cleared

at \$11.75@12.75, and grassy yearlings at \$8.00@10.75. Most of the fat ewes to killers brought \$4.50@6.00, with native feeding lambs largely \$10.00@11.00, some desirable Dakotas selling up to \$12.00.

### RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets, week ended July 27, 1929, with comparisons:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended July 27.....	238,000	543,000	284,000
Previous week .....	207,000	561,000	275,000
1928 .....	207,000	442,000	271,000
1927 .....	221,000	539,000	253,000
1926 .....	264,000	529,000	241,000
1925 .....	277,000	471,000	222,000

At 11 markets:	Hogs.
Week ended July 27 .....	400,000
Previous week .....	408,000
1928 .....	385,000
1927 .....	490,000
1926 .....	474,000
1925 .....	420,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended July 27.....	175,000	421,000	217,000
Previous week .....	153,000	435,000	203,000
1928 .....	146,000	330,000	196,000
1927 .....	174,000	404,000	186,000
1926 .....	219,000	401,000	188,000
1925 .....	208,000	350,000	148,000

### U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at seven centers during the week ended Friday, July 26, 1929:

	Wk. ended July 26.	Prev. Cor. wk., week. 1928.
Chicago .....	119,434	139,785
Kansas City, Kan. ....	42,951	49,168
Omaha .....	42,877	48,320
*St. Louis .....	57,681	56,333
Sioux City .....	25,908	31,363
St. Paul .....	35,919	36,678
New York City.....	23,193	22,865

\*Includes East St. Louis, Ill.

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## RECEIPTS AT CENTERS

SATURDAY, JULY 27, 1929.			
	Cattle.	Hogs.	Sheep.
Chicago	300	5,000	3,000
Kansas City	600	2,000	1,000
Omaha	150	5,000	400
St. Louis	200	5,000	400
St. Joseph	300	3,500	100
Sioux City	500	4,500	500
St. Paul	200	400	100
Oklahoma City	200	500	100
Fort Worth	200	300	100
Milwaukee	200	400	100
Denver	300	300	1,500
Louisville	300	300	1,000
Wichita	600	1,300	100
Indianapolis	100	3,000	200
Pittsburgh	200	2,000	200
Cincinnati	500	1,000	300
Buffalo	200	500	500
Cleveland	100	500	100
Nashville	200	500	700
Toronto	100	200	300

MONDAY, JULY 29, 1929.			
	Cattle.	Hogs.	Sheep.
Chicago	20,000	52,000	14,000
Kansas City	21,000	11,000	6,000
Omaha	7,500	12,000	14,000
St. Louis	9,000	15,000	5,000
St. Joseph	3,500	7,000	4,000
Sioux City	7,000	8,500	5,500
St. Paul	11,000	9,500	3,500
Oklahoma City	1,600	1,400	200
Fort Worth	2,500	700	2,500
Milwaukee	400	1,500	300
Denver	1,800	1,700	800
Louisville	500	1,500	900
Wichita	3,200	2,500	600
Indianapolis	500	4,000	600
Pittsburgh	1,100	3,500	2,700
Cincinnati	2,700	8,000	1,300
Buffalo	2,100	8,000	2,200
Cleveland	1,100	4,000	2,100
Nashville	600	1,100	1,400
Toronto	1,900	2,500	1,400

TUESDAY, JULY 30, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	25,000	9,000
Kansas City	8,000	9,500	8,000
Omaha	4,500	8,000	10,000
St. Louis	7,000	15,000	5,000
St. Joseph	2,400	5,500	3,000
Sioux City	2,500	6,500	2,000
St. Paul	1,000	4,500	1,000
Oklahoma City	1,000	1,400	100
Fort Worth	1,500	1,800	1,300
Milwaukee	300	1,000	200
Denver	500	300	1,000
Louisville	200	1,500	800
Wichita	300	2,000	200
Indianapolis	800	6,000	1,200
Pittsburgh	100	500	400
Cincinnati	500	2,500	1,000
Buffalo	100	1,000	200
Cleveland	200	1,200	800
Nashville	200	700	1,500
Toronto	500	1,100	400

WEDNESDAY, JULY 31, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	14,000	10,000
Kansas City	6,000	10,000	7,000
Omaha	4,000	6,000	13,000
St. Louis	5,000	10,000	2,500
St. Joseph	2,000	5,500	3,500
Sioux City	1,500	4,000	2,500
St. Paul	2,500	6,500	1,500
Oklahoma City	1,000	1,000	1,000
Fort Worth	2,000	800	2,000
Milwaukee	500	1,000	400
Denver	200	300	300
Louisville	200	1,000	900
Wichita	400	2,100	300
Indianapolis	800	5,000	1,200
Pittsburgh	100	1,200	300
Cincinnati	300	1,400	1,600
Buffalo	200	1,500	100
Cleveland	500	1,300	500
Nashville	100	600	1,100
Toronto	1,700	800	500

THURSDAY, AUGUST 1, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	5,500	18,000	15,000
Kansas City	1,500	5,000	4,000
Omaha	1,000	5,000	4,000
St. Louis	2,800	12,500	2,000
St. Joseph	1,500	4,000	2,000
Sioux City	1,000	5,000	3,000
St. Paul	2,700	3,500	1,000
Oklahoma City	1,000	1,000	1,000
Fort Worth	2,500	800	1,000
Milwaukee	600	1,000	300
Denver	300	1,000	400
Louisville	100	600	900
Wichita	300	2,000	400
Indianapolis	500	6,000	1,000
Pittsburgh	100	1,500	200
Cincinnati	500	2,000	2,500
Buffalo	200	800	600
Cleveland	400	700	400
Nashville	200	500	1,200
Toronto	300	100	100

FRIDAY, AUGUST 2, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	1,500	13,000	4,500
Kansas City	300	4,000	2,500
Omaha	1,200	10,000	8,000
St. Louis	1,000	8,000	1,500
St. Joseph	800	5,000	4,000
Sioux City	500	7,000	3,500
St. Paul	1,000	10,500	7,000
Oklahoma City	900	1,000	100
Fort Worth	1,200	2,000	300
Milwaukee	200	300	100
Denver	100	300	2,400
Wichita	300	1,600	100
Indianapolis	300	5,000	800
Pittsburgh	1,400	2,000	1,000
Cincinnati	400	2,100	1,700
Buffalo	300	1,400	300
Cleveland	200	900	300

## SLAUGHTER REPORTS

Special reports to The National Provisioner showing the number of livestock slaughtered at 15 centers for the week ended July 27, 1929, with comparisons:

## CATTLE.

	Week ended, July 27.	Prev. week.	Cor. week.
Chicago	23,863	20,221	20,281
Kansas City	19,724	19,413	15,300
Omaha	18,022	20,391	16,296
St. Louis	17,239	15,069	14,931
St. Joseph	7,710	7,908	6,981
Sioux City	7,882	8,794	6,482
Wichita	1,939	1,925	2,200
Fort Worth	8,458	6,473	8,069
Philadelphia	1,281	1,328	1,137
Indianapolis	1,581	1,828	769
Boston	1,268	1,330	1,108
New York & Jersey City	8,626	8,534	7,788
Oklahoma City	6,457	5,585	3,769
Cincinnati	3,269	2,705	2,935
Denver	2,462	2,374	.....
Total	129,781	125,214	107,126

## HOGS.

	Week ended, July 27.	Prev. week.	Cor. week.
Chicago	119,434	139,785	88,702
Kansas City	44,272	21,913	16,062
Omaha	44,685	48,266	22,571
St. Louis	26,639	27,987	18,351
St. Joseph	21,765	19,943	12,014
Sioux City	27,461	29,718	18,577
Wichita	6,181	4,485	4,135
Fort Worth	4,178	5,006	4,091
Philadelphia	14,321	13,293	12,799
Indianapolis	17,379	15,278	13,561
Boston	12,337	13,860	10,710
New York & Jersey City	32,641	33,863	37,160
Oklahoma City	4,737	4,714	2,062
Cincinnati	10,539	10,582	16,313
Denver	4,892	4,891	.....
Total	373,401	397,024	277,090

## SHEEP.

	Week ended, July 27.	Prev. week.	Cor. week.
Chicago	56,489	55,837	45,059
Kansas City	23,096	28,849	20,680
Omaha	37,710	29,890	30,318
St. Louis	16,773	19,362	13,501
St. Joseph	15,687	20,331	15,770
Sioux City	6,509	5,683	2,835
Wichita	886	771	1,240
Fort Worth	7,600	7,474	4,060
Philadelphia	4,529	6,485	4,355
Indianapolis	1,320	1,392	1,284
Boston	2,367	6,789	8,697
New York & Jersey City	50,556	60,354	51,658
Oklahoma City	346	308	197
Cincinnati	2,281	3,430	1,860
Denver	2,906	3,703	.....
Total	240,238	250,748	202,772

## LAMB CROP SLIGHTLY SMALLER.

The 1929 lamb crop is one per cent smaller than that of 1928, but over 7 per cent larger than the 1929 crop, according to estimates of the U. S. Department of Agriculture. The indicated number of lambs produced in the three years are 25,976,000 in 1929, 26,225,000 in 1928 and 24,153,000 in 1927.

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, August 1, 1929, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

Hogs (Soft or dry hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med.-ch.	\$10.50@11.50	\$10.50@11.25	\$10.00@11.10	\$10.25@11.25	\$10.15@11.35
Med. wt. (200-250 lbs.) med.-ch.	11.15@12.25	11.00@12.00	10.75@11.70	10.75@11.75	10.50@11.85
Lt. wt. (150-200 lbs.) com.-ch.	11.40@12.25	11.50@12.00	10.85@11.70	10.85@11.75	11.60@11.85
Lt. lt. (100-150 lbs.) com.-ch.	11.10@12.15	11.00@12.00	10.25@11.10	10.65@11.50	11.00@11.85
Packing sows, smooth and rough	9.15@10.20	9.25@9.65	9.00@9.85	8.35@9.65	9.15@9.85
Sltr. pigs (150 lbs. down) med.-ch.	10.75@11.75	10.50@11.25	9.50@10.50	11.50@11.75	11.50@11.75
Av. cost & wt. Wed. (pigs excl.)	10.82-262 lb.	11.38-198 lb.	10.19-266 lb.	10.93-225 lb.	9.80-300 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch	13.50@16.75	.....	13.75@16.10	13.50@16.30	.....
STEERS (1,800-1,500 LBS.):					
Choice	15.50@16.75	15.50@16.25	14.50@16.10	14.50@16.25	14.75@16.10
Good	13.50@15.75	13.50@15.50	13.50@14.50	13.00@14.50	13.50@14.75
STEERS (1,100-1,300 LBS.):					
Choice	15.50@16.75	15.50@16.25	14.50@16.10	14.50@16.15	14.50@16.10
Good	13.25@15.50	13.50@15.50	13.25@14.50	12.25@14.50	13.00@14.50
STEERS (950-1,100 LBS.):					
Choice	15.50@16.50	15.25@16.25	14.50@16.00	14.50@16.15	14.50@16.10
Good	13.00@15.50	13.25@15.25	13.00@14.50	12.25@14.50	12.85@14.50
STEERS (800 LBS. UP):					
Medium	11.25@13.00	10.25@13.25	11.00@13.00	10.00@12.25	10.75@13.00
Common	9.00@11.25	8.50@10.25	8.75@11.00	7.75@10.00	8.50@10.75
STEERS (FED CALVES AND YEARLINGS (750-950 LBS.):					
Choice	14.50@15.75	14.50@15.50	14.25@15.60	14.50@16.00	13.75@15.50
Good	12.75@14.50	13.25@14.50	12.75@14.25	12.25@14.50	12.25@13.75
HEIFERS (850 LBS. DOWN):					
Choice	14.00@14.50	14.00@14.75	13.00@14.50	13.50@15.00	13.35@14.50
Good	12.50@14.00	12.50@14.00	11.75@13.25	11.00@13.75	11.75@13.35
Common-med.	7.75@12.50	8.75@12.50	8.25@11.75	7.50@11.25	8.00@11.75
HEIFERS (850 LBS. UP):					
Choice	12.00@14.50	11.75@14.25	11.75@14.25	11.50@14.25	11.75@14.50
Good	10.50@14.00	10.75@13.50	10.00@13.50	9.75@13.50	10.25@12.75
Medium	8.75@12.50	9.00@12.25	8.50@11.75	8.00@11.00	8.75@10.50
COWS:					
Choice	10.50@12.00	10.25@11.25	10.00@11.50	9.75@11.25	9.75@11.75
Good	8.50@10.50	8.75@10.25	8.00@10.00	7.75@9.75	8.00@9.75
Common-med.	6.75@8.50	7.25@8.75	7.00@8.00	6.50@7.75	6.75@8.00
Low cutter and cutter	5.50@6.75	5.00@7.25	5.50@7.00	5.25@6.50	5.50@6.75
BULLS (YEARLINGS EXO.):					
Beef, good-ch.	9.50@11.50	8.75@10.00	9.25@10.75	8.75@9.75	8.75@9.50
Cutter-med.	6.75@9.65	7.00@8.75	7.25@9.25	6.50@8.75	6.50@8.75
CALVES (500 LBS. DOWN):					
Medium-ch.	10.00@12.50	9.00@12.50	9.00@12.00	7.50@12.00	9.00@12.00
Cull-common	7.50@10.00	6.50@9.00	6.00@9.00	6.00@7.50	7.50@9.00
VEALERS (MILK-FED):					
Good-ch	13.00@15.50	12.50@14.00	11.50@13.50	9.50@12.50	10.50@15.00
Medium	12.00@13.00	10.00@12.50	9.50@11.50	7.50@9.50	9.00@10.50
Cull-common	8.00@12.00	6.00@10.00	6.50@9.50	6.00@7.50	7

# PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, July 27, 1929, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.....	6,011	8,008	20,189
Swift & Co.....	5,654	5,879	20,300
Morris & Co.....	2,677	4,393	5,888
Wilson & Co.....	5,421	3,761	10,112
Anglo-Amer. Prov. Co.....	1,105	2,408	.....
G. H. Hammond Co.....	2,316	3,041	.....
Libby, McNeill & Libby..	679	.....	.....
Brennan Packing Co.....	7,522	hogs; Independent	.....
Packing Co., 2,704 hogs; Boyd, Lunham & Co.....	2,704	hogs; Boyd, Lunham & Co.	.....
2,541 hogs; Western Packing & Provision Co.....	2,541	hogs; Western Packing & Provision Co.	.....
5,756 hogs; Agar Pkg. Co., 5,347 hogs; others,	5,756	hogs; Agar Pkg. Co., 5,347 hogs; others,	.....
21,918 hogs.	21,918	hogs.	.....
Totals: Cattle, 23,863; calves, 4,316; hogs,	74,173	sheep, 56,480.	.....

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,788	506	4,946	4,288
Cudahy Pkg. Co.	2,730	506	5,288	6,075
Fowler Straub Co.	981	.....	5,338	.....
Morris & Co.	2,140	390	1,957	4,302
Swift & Co.	3,289	977	8,730	4,223
Wilson & Co.	4,125	578	4,075	3,943
Others	832	93	1,276	265
Total	16,905	3,119	24,272	23,006

## OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	5,316	10,590	8,379
Cudahy Pkg. Co.	4,127	9,181	10,296
Dold Pkg. Co.	971	5,338	.....
Morris & Co.	2,087	4,319	3,578
Swift & Co.	4,512	7,826	11,229
Engle Pkg. Co.	12	.....	.....
Hoffman Bros.	37	.....	.....
Mayerowich & Vail	4	.....	.....
Omaha Pkg. Co.	56	.....	.....
J. Rife Pkg. Co.	13	.....	.....
J. Roth & Sons.	51	.....	.....
So. Omaha Pkg. Co.	22	.....	.....
Lincoln Pkg. Co.	106	.....	.....
Nagle Pkg. Co.	209	.....	.....
Sinclair Pkg. Co.	205	.....	.....
Wilson & Co.	567	.....	.....
Others	25,377	.....	.....
Total	18,445	62,840	33,482

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,818	746	6,761	4,290
Swift & Co.	3,356	1,173	5,496	7,707
Morris & Co.	1,011	887	2,045	1,985
East Side Pkg. Co.	1,331	.....	2,879	.....
Amer. Pkg. Co.	303	179	1,829	690
All others	4,295	1,140	9,674	2,101
Total	13,114	4,125	26,639	16,773

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,917	565	10,252	11,688
Armour and Co.	1,970	318	4,689	2,423
Morris & Co.	1,561	254	6,617	1,170
Others	3,892	13	10,897	1,401
Total	10,340	1,150	32,455	16,790

## SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,931	139	11,851	2,188
Armour and Co.	3,022	184	11,506	2,263
Swift & Co.	1,921	161	6,119	2,124
Smith Bros.	2	.....	68	.....
Others	2,089	41	15,938	.....
Total	9,965	525	45,476	6,575

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,830	1,028	1,485	145
Wilson & Co.	2,046	932	1,530	201
Others	94	.....	458	.....
Total	3,970	1,960	3,473	346
Not including 527 cattle and 1,284 hogs bought direct.	.....	.....	.....	.....

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	852	294	3,435	886
Jacob Dold Co.	567	15	2,401	.....
Fred W. Dold.	53	.....	345	.....
Wichita D. B. Co.	24	.....	.....	.....
Dunn-Ostertag	101	.....	.....	.....
Keefe-LeStourgeon	33	.....	.....	.....
Total	1,630	309	6,181	886
Not including 6,340 hogs bought direct.	.....	.....	.....	.....

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	741	75	1,441	2,794
Armour and Co.	605	94	833	3,215
Blayney-Murphy Co.	290	83	1,253	.....
Others	751	40	1,448	501
Total	2,387	232	5,075	6,510

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,942	3,164	10,447	1,521
Cudahy Pkg. Co.	573	909	.....	.....
Hertz Bros.	200	48	.....	.....
Swift & Co.	4,790	4,894	14,002	2,320
United Pkg. Co.	1,377	149	.....	8
Others	731	23	8,227	.....
Total	10,622	9,277	32,676	3,849

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,506	2,665	7,665	1,614
R. Gunz & Co.	95	51	62	49
Armour and Co.	495	1,260	.....	.....
Others	378	420	00	471
Total	2,474	4,396	7,767	2,134

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	902	1,761	24,402	2,812
Kingman & Co.	1,583	779	9,529	1,233
Armour and Co.	383	30	1,764	527
Indianaapolis Abt. Co.	1,055	459	.....	1,203
Brown Bros.	110	25	95	.....
Schusler Pkg. Co.	13	.....	339	.....
Riverview Pkg. Co.	18	.....	169	.....
Meler Pkg. Co.	87	8	275	4
Ind. Prov. Co.	57	.....	300	32
Mass Hartmann Co.	22	6	.....	.....
Art Wabnitz	19	16	45	69
Hoosier Abt. Co.	19	.....	.....	.....
Others	541	89	262	1,159
Total	4,806	3,202	37,105	7,030

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
Ideal Pkg. Co.	.....	.....	539	.....
C. A. Freund	45	29	39	.....
S. W. Gall's Sons	.....	.....	6	614
J. Hilberg & Son	132	.....	.....	70
Gus. Juengling	152	112	.....	74
E. Kahn's Sons Co.	814	393	1,682	653
Kroger G. & B. Co.	126	76	731	.....
Lohrey Pkg. Co.	5	.....	1,064	.....
H. H. Meyer Co.	.....	.....	.....	.....
W. G. Rehn's Sons.	112	61	.....	.....
A. Sander Pkg. Co.	7	.....	838	.....
J. Schlachter's Sons.	172	212	.....	131
J. & P. Schroth Co.	18	.....	2,066	.....
J. Vogel & Son	4	5	302	.....
John F. Stegner	213	132	.....	28
J. B. Ireton	82	52	.....	.....
Foreign	692	431	3,435	6,110
Total	2,574	1,509	11,067	7,580
Not including 245 cattle, 8,220 hogs and 193 sheep bought direct.	.....	.....	.....	.....

## RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended July 27, 1929, with comparisons:

## CATTLE.

	Week ended July 27.	Prev. week.	Cor.
Chicago	23,863	20,221	20,281
Kansas City	16,905	15,209	12,056
Omaha (incl. calves)	18,445	21,926	17,107
St. Louis	13,114	11,504	10,177
St. Joseph	10,340	9,315	7,333
Sioux City	9,965	10,173	9,065
Okahoma City	3,970	3,250	2,778
Wichita	1,630	1,518	1,658
Denver	2,387	2,001	.....
St. Paul	10,622	10,770	7,717
Milwaukee	2,474	2,740	2,412
Indianapolis	4,806	4,647	4,298
Cincinnati	2,574	2,518	1,692
Total	120,795	115,101	94,938

## HOGS.

	Week ended July 27.	Prev. week.	Cor.
Chicago	74,173	71,943	84,600
Kansas City	24,272	21,480	16,002
Omaha	62,840	68,665	56,109
St. Louis	26,639	27,987	18,351
St. Joseph	32,455	29,562	20,240
Sioux City	45,476	41,102	40,606
Okahoma City	3,473	3,128	2,612
Wichita	6,181	4,485	6,996
Denver	5,075	5,845	.....
St. Paul	32,676	40,098	21,071
Milwaukee	7,767	9,403	4,353
Indianapolis	37,105	34,915	34,736
Cincinnati	11,067	11,304	14,926
Total	369,219	369,918	326,145

## SHEEP.

	Week ended July 27.	Prev. week.	Cor.
Chicago	56,480	55,837	45,050
Kansas City	23,096	28,849	20,680
Omaha	33,482	29,824	34,087
St. Louis	16,773	19,362	13,801
St. Joseph	16,790	20,630	17,075
Sioux City	6,575	5,620	2,500
Okahoma City	346	398	197
Wichita	886	771	1,240
Denver	6,510	11,341	.....
St. Paul	3,849	4,634	3,712
Milwaukee	2,134	1,358	1,178
Indianapolis	7,030	7,541	4,840
Cincinnati	7,580	6,604	1,322
Total	181,540	192,769	146,257

# CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 22	20,071	2,350	47,691	22,130
Tues., July 23	7,363	2,139	25,767	15,435
Wed., July 24	9,830	2,004	16,690	10,292
Thur., July 25	6,358	2,290	21,240	11,770
Fri., July 26	1,849	677	20,002	4,887
Sat., July 27	300	200	3,000	3,000
This week	45,771	9,090	136,399	67,614
Previous week	38,527	10,483	143,140	64,740
Year ago	40,550	9,564	102,467	63,703
Two years ago	51,508	10,334	147,394	72,426
Total receipts for month and year to July 27, with comparisons:	.....	.....	.....	.....

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 22	4,509	150	7,389	883
Tues., July 23	2,100	189	4,786	2,443
Wed., July 24	2,591	20	2,800	14,555
Thur., July 25	7,710	24	3,557	1,739
Fri., July 26	829	1	5,322	1,380
Sat., July 27	.....	.....	500	200
This week	11,738	384	24,360	7,354
Previous week	10,591	311	24,791	5,117
Year ago	10,684	85	32,207	8,847
Two years ago	14,738	609	40,842	11,589

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended July 27	\$11.30	\$11.30	\$6.00	\$13.95
Previous week	14.85	11.50	6.00	14.55
1928	15.05	10.60	5.75	14.95
1927	11.75	9.35	5.90	14.25
1926	9.45	12.25	5.85	14.30
1925	12.25	13.25	8.00	14.40
1924	9.65	8.45	6.00	13.45
Av., 1924-1928	\$11.05	\$10.80	\$6.30	\$14.25

## SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

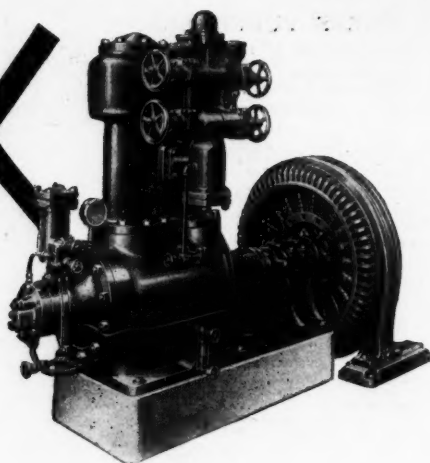
	Cattle.	Hogs.	Sheep.
*Week ended July 27	34,000	111,500	60,020
Previous week	27,936	118,358	59,023
1928	30,166	60,290	54,946
1927	36,770	106,552	60,837
1926	38,881	95,963	50,218
1925	38,623	105,251	53,131
1924	39,564	94,757	58,173

## \*Saturday, July 27, estimated.



# YORK

**THE NAME BEHIND  
THE MACHINE!!**



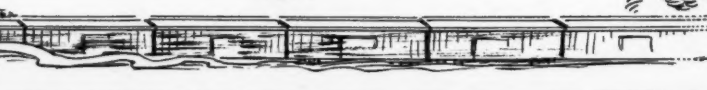
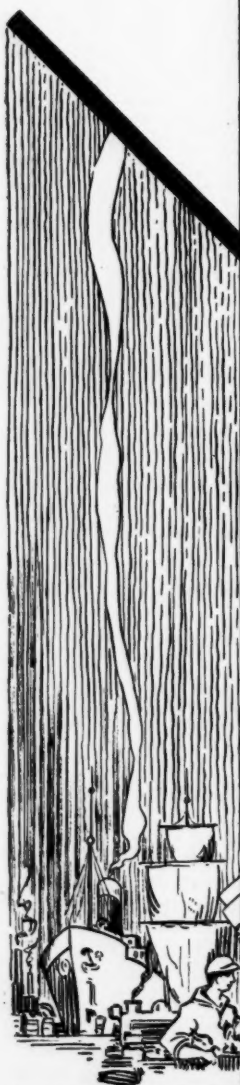
V-28 Vertical Single-Acting  
Enclosed Ammonia Com-  
pressor with Synchronous  
Motor mounted direct on  
Compressor Shaft.

**The EMBLEM -**

**YORK REFRIGERATION**  
is only the beginning of  
the Owner's satisfaction, for  
the ultimate satisfaction is  
in the Longer Service, Great-  
er Economy and Conven-  
ience — which our vast  
facilities enable us to  
build into —

**YORK REFRIGERATING EQUIPMENT**

**Y O R K**  
ICE MACHINERY CORPORATION  
Y O R K P E N N A



# Ice and Refrigeration

## PACKAGING FROSTED MEATS.

(Continued from page 25.)

wrapped and packaged efficiently otherwise.

But until the details of wrapping, packaging and merchandising unfrosted cuts have been ironed out there does not seem to be a general inclination to go into quick freezing problems. The cost of the process seems to be a deterrent.

As far as can be learned, those packers merchandising frosted fresh cuts are freezing them in the sharp freezer. In the case of the packer who is freezing pork chops in pails, this method is used. It is felt, however, that in the case of beef cuts particularly, freezing must be done in less time than it now takes to freeze in the sharp freezer, if the best product is to be turned out.

Old freezing methods cause ice crystals to form in the product, and on defrosting it turns dark and is unattractive. Quick freezing methods do away with this objection, as the results show.

One or another of the methods now used in the fish industry must be resorted to or the industry must develop its own method, engineers believe.

## Good Merchandising Needed.

On the other hand, a few packers see as the biggest problems the merchandising of the cuts after they have been wrapped and packaged. This is particularly true, they say, if quick freezing of the meats before or after packaging is generally resorted to.

With his meats wrapped or packaged the packer has open to him a merchandising opportunity that has not existed heretofore. Under such a plan of merchandising fresh meats the packer can identify his products with labels and trade marks. These, if the products are first-class, should grow enormously in value as the practice becomes general.

To induce the customer to ask for a product by its trade marked name, or the name of the manufacturer, is the aim of present-day advertising and merchandising efforts. The meat consumer cannot do this today in many instances, because she does not know the quality of fresh cuts put out by one concern compared with those put out by another. And if she had this information she would not know whether or not she got what she asked for.

When fresh meats are sold in wrappings and packages this situation will be changed. When a housewife buys a branded or trade-marked fresh cut and likes it, she will ask for the same brand the next time she wants that particular cut. In like manner she will avoid purchasing those brands she had learned are not to her liking.

For the packer who turns out high-quality products, and who knows how to sell them, wrapping and packaging

offer great merchandising possibilities, it would seem.

## Consumer Will Need Education.

Frozen meats have not been popular in this country. When frozen in the ordinary manner the blood takes on a brownish color and the fats appear unnatural. And when frozen meats are thawed out some of the flavor disappears.

These objections do not apply to quick-frozen meats. In the opinion of meat men who have had the opportunity to compare quickly frozen steaks, chops and other meats with the fresh, unfrozen products, the former are superior in every way.

And while the packer may know these things the housewife does not. Fixed habits and customs are sometimes difficult to overcome. Housewives have been accustomed to purchase unfrosted, unpackaged fresh meats. Any plan to merchandise wrapped or packaged fresh frosted meats, some packers feel, will also have to include plans for carrying on propaganda to educate consumers to the advantage of purchasing meats prepared in this manner.

The question that all packers would like to have answered at this time is: "Will the wrapping and packaging of frosted or unfrosted meats increase meat consumption?"

## Meat Outlets Will Increase.

This can not be answered positively, of course. Wrapping and packaging has enormously increased the consumption of bacon, and of some other meat products wrapped and packaged. If putting up bacon in a more attractive, cleanly and appetizing form has influenced consumers to buy more of it, would not these also react on the customer in the same manner and influence her to purchase and use more fresh meat?

Meat men who have given the most thought to this question believe they would. And they see in this increased consumption and the possibilities for greater profits the incentive to add to processing details and keep step with other industries that have found it good business to cater to consumer preferences.

Those who are not so sure that wrapping and packaging fresh cuts will increase consumption agree quite generally that it will increase the possible outlets for the products of the meat plant, and that the innovation would no doubt be welcomed by many food dealers who do not now have the facilities for handling and keeping any large stocks of meat.

## PERISHABLE TRANSIT PRACTICE.

At the recent meeting of the American Society of Refrigerating Engineers, the current practice in perishable transit refrigeration was covered thoroughly in a paper read by E. F. McPike, manager of the perishable freight service, Illinois Central System, Chicago.

Among the more important highlights brought out by this speaker were the following:

In North America 175,000 refrigerator cars move 1,500,000 carloads of perishables yearly, perhaps half the shipments being under refrigerated conditions, or five trips per year per car. Statistically, it can be ascertained the economical limits within which refrigerator cars may be subjected to improvements which involve more weight. An increase of one ton in tare weight, at the low operating cost of three mills per gross ton mile, would mean a total additional expense of over \$6,000,000 annually to the carriers.

It is impossible to make a storage house out of a refrigerator car, which is at best a protective device. Railroads are still subject to heavy claims for damages, but only a small part of them would be reduced by added insulation. Freight refrigerator cars cost about \$3,200, express cars \$5,000, upkeep expense running annually between \$325 and \$355. They are more expensive than box cars and weigh about five tons more each.

The protective service of the car may be divided into three uses: Refrigeration, ventilation and heating. There are no exhaustive data on the effect of amount of ice in the bunkers on the temperatures in the car. Practice is to keep ice up and re-ice full, with the exception of some commodities like bananas.

Icing stations are located about twenty-four hours apart on the lines. Larger stations are so designed that long trains can be hauled directly to the platform by the engine, to minimize switching, but at some points switching is unavoidable. Adequate labor must be had to expedite this work.

At best, the movement of perishables from a large producing center can be kept intact up to some gateway, where traffic divides according to final destination. A very large portion of the fresh vegetable and fruit shipments are sold "rolling," which is a practice in transit before the car is finally headed toward the ultimate consignee.

In territories where heating is required the roads charge extra rates to cover this service, but the shippers have the privilege of sending caretakers or installing their own stoves.

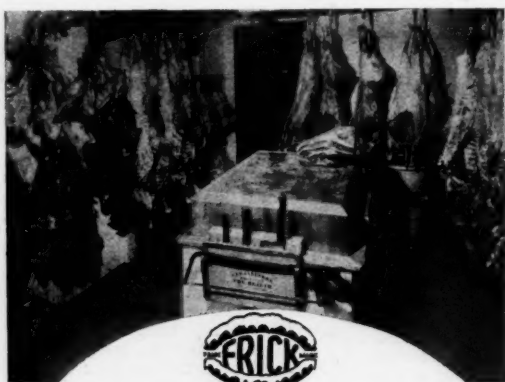
## PACKERS' PROVISION STOCKS.

(Continued from page 35.)

per cent in stocks of dry salt meats, a decline of 1.2 per cent in stocks of sweet pickled and dry cured meats, and a decline of 6.7 per cent in stocks of frozen meats. There has been practically no change in lard stocks. Provisions as a whole show a decrease of about 1 per cent, which is contrary to opinion expressed in the trade as to movement of stocks during the month.

Compared with a year ago dry salt stocks are 5.9 per cent higher; sweet pickled stocks are 3.7 per cent lower; frozen stocks are 8.4 per cent lower; lard stocks are 2 per cent higher.

Stocks of dry salt bellies and fat backs have continued to increase during the last two weeks, as is usual in July. There are now on hand slightly less dry



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salt bellies but almost one-third more dry salt fat backs than a year ago. Other dry salt cuts are about the same as two weeks ago but nearly 10 per cent more than a year ago.

S. P. ham stocks have shown little change during the past fortnight. There are fewer regular hams but more skinned hams than a year ago. Stocks of frozen hams have continued their seasonal decline. It has been suggested that lower pickled and frozen ham stocks this year are due to large quantities of hams being canned and therefore not included in these reports.

Stocks of picnics pickled and frozen have decreased further and are now only about 6½ per cent larger than a year ago. Stocks of bellies pickled, dry-cured, and frozen show another substantial decrease and stand at about 10 per cent less than a year ago.

Lard stocks remain about the same as two weeks ago and are 2 per cent more than a year ago. Figures on lard may not be entirely representative, owing to the omission of non-packer stocks.

### Hog Slaughters.

Federally inspected hog slaughter at 9 principal markets for the first four weeks of July, 1929, was 1,661,000 head compared with 1,297,000 head for the same period a year ago.

This is an increase of 20 per cent over last year.

If this is in typical relationship, total federally inspected hog slaughter for the month will be about 3,600,000 head. The accuracy of this estimate depends to some extent on the run for the last three days of the month, but in any event the total for July will evidently be unusually large.

Total federally inspected hog slaughter for the hog year 1928-29 to date (November to July, inclusive) was approximately 39,000,000 head. For the same period of 1927-28 the actual slaughter was 39,300,000 head.

The current hog year to date shows a decrease of a little less than 1% as compared with last year.

Figures now available on hog slaughter for the month of July and on provision stocks at the month end are rather difficult to reconcile. If the slaughter at the 9 principal markets bears anything like its normal relationship to total federally inspected slaughter, that total for the month will reach at least 3,600,000 head. This is so large an increase over the normal slaughter for July that it might reasonably be expected to bring about an increase in provision stocks. Reports to the Institute, however, indicate a decline for the month of about 2 per cent, and, since these reports cover from 70 to 75 per cent of the trade, they should indicate fairly well the trend as to stocks on hand. If the total slaughter comes up to expectations, and stocks do actually show a decline for the month, it will indicate by far the heaviest July consumption of meat products which has taken place in any recent year.

It will be borne in mind that the figures quoted above are partly estimated on the basis of tentative and incomplete reports, and subject to correction on publication of complete and final figures. Government data on hog slaughter is released by the 6th of the following month and the figures on provision stocks are given out about the 12th of the following month.

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Provision stocks at end of July as reported to the Institute of American Meat Packers, were as follows:

(Figures in thousands of pounds, 000 omitted.)

	July 27, 1929.	July 13, 1929.	July 28, 1929.
<b>Dry Salt Meats:</b>	1929. (Revised)	1928.	
Bellies .....	80,602	75,551	81,782
Fat backs .....	26,449	25,532	19,937
All other dry salt cuts .....	25,906	26,133	23,790
Total D. S. meats .....	132,957	127,236	125,509
<b>S. P. and Dry Cured</b> <b>Meats (cured and</b> <b>in cure):</b>			
Regular hams .....	98,051	99,773	118,181
Skinned hams .....	100,822	98,990	88,759
Picnics .....	35,385	35,867	37,631
Bellies .....	57,630	60,015	58,710
All other S. P. and dry			
cured cuts .....	19,945	20,904	20,602
Total S. P. and dry cured			
meats .....	311,833	315,510	323,883
<b>Green Frozen Meats</b> <b>(for cure)</b>			
Regular hams .....	4,805	6,085	9,482
Skinned hams .....	2,480	3,224	2,075
Picnics .....	6,845	7,810	1,983
Bellies .....	100,315	105,506	116,438
All other pork frozen for			
cure (not incl. pork			
loins, etc.) .....	11,406	12,243	6,743
Total frozen meats .....	125,851	134,928	137,323
<b>Total All Meat Cuts .....</b>	<b>570,641</b>	<b>577,683</b>	<b>586,715</b>
Lard .....	113,281	113,409	111,103
<b>Grand Total, Incl. Lard .....</b>	<b>683,922</b>	<b>691,152</b>	<b>697,821</b>

### REFRIGERATED TRAINS.

Refrigerated trains composed of a master car in which all of the refrigerating equipment is installed and cars equipped with brine coils have been receiving considerable attention from engineers recently.

Where the service justified such an arrangement, there are many advantages in such an arrangement, it is said. Among these are better protection for the products being carried, less lost time and a lower cost.

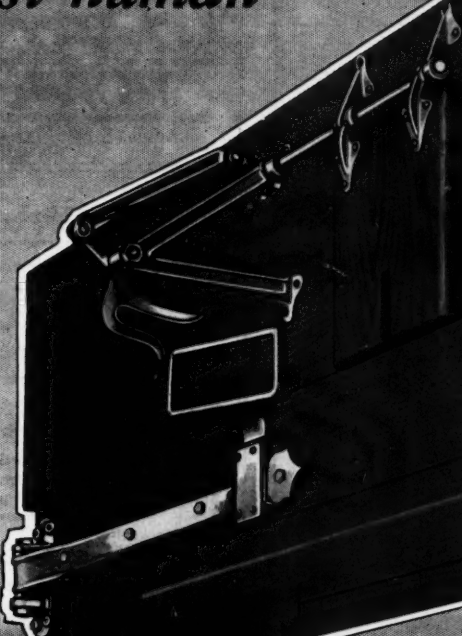


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*This photograph shows the operation of the Victor Standard Trap Lift.*

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W. C. Phillips Co., 1274 Folsom St., San Francisco, Cal.  
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# Chicago Section

R. A. Rath, vice president in charge of sales, Rath Packing Co., Waterloo, Ia., transacted business in Chicago this week.

E. S. Urwitz, general manager of the Dryfus Packing Co., Lafayette, Ind., was a business visitor in the city this week.

F. I. Badgley has been appointed head of the industrial relations department of Swift & Company, succeeding F. J. Gardner, retired.

Walter Frank, president of Frank and Co., Milwaukee, Wis., manufacturers of sausage and meat specialties, transacted business in Chicago this week.

W. B. Albright, president of the Albright-Nell Co., is spending the summer on the Massachusetts coast having a good time with his grandchildren. He says they help to keep him young.

Otto Finkbeiner, president Little Rock Packing Co., Little Rock, Ark., was in Chicago this week with his wife and four lively boys, returning from a motor and fishing trip to the Wisconsin lake region.

Emilio Tautier, of the meat importing firm of Tautier & Quevela, Havana, Cuba, who has been transacting business in this country, spent several days in Chicago this week visiting the packing plants and making friends in the industry.

L. H. Heymann, formerly general manager of Morris & Co., and now president of the West Side Trust & Savings Bank, together with Nelson Morris and others has purchased a controlling interest in the Halsted Exchange National Bank, another West Side institution.

Sales of memberships on the Chicago Board of Trade have been made during the past week at new high figures, the latest bringing \$62,000. Possible merger of the Board of Trade securities division and the Chicago Stock Exchange were reported as chiefly responsible for the advanced valuation of memberships.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 22,238 cattle, 5,051 calves, 60,433 hogs and 24,899 sheep.

Provision shipments from Chicago for the week ended July 27, 1929, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk.
Cured meats, lbs.	26,045,000	23,565,000	21,573,000
Fresh meats, lbs.	30,700,000	33,002,000	31,421,000
Lard, lbs.	5,020,000	5,175,000	6,100,000

## ARMOUR PERSONNEL CHANGES.

A number of changes have been made in the general superintendent's department of Armour and Company, according to an announcement made recently by Myrick D. Harding, general plant superintendent.

Supervision of Armour plants has

been assigned to the three assistant general superintendents on the following basis:

Charles Eikel—Kansas City, St. Louis, St. Joseph, South St. Joseph, Fort Worth and Oklahoma City.

F. D. Green—South Omaha, Denver, New York, Jersey City, Indianapolis and Milwaukee.

F. D. Vapera—South St. Paul, Fargo, Spokane, Sioux City and Huron.

B. E. Campbell, Chicago, has been appointed to take up the following duties formerly handled by H. J. Koenig, who has been appointed to special development work: Beef dressing, small stock dressing, hides, fresh beef tongues, selected meats, freezers and loading docks.

## OPENS NEW MOBILE BRANCH.

John Morrell & Co., Ottumwa, Ia., opened its new branch house in Mobile, Ala., during the early part of July. Full-page ads in the Mobile papers of the day preceding the opening announced the event and invited the public to visit and inspect the building.

The building is of brick and reinforced concrete construction, one story high and measures 75 by 125 ft. There are three coolers, refrigeration for which is furnished by a 10-ton compressor operated by a 20-h.p. motor. The branch has its own water supply.

John Morrell & Co. have maintained a branch in Mobile for 25 years from which Alabama, Mississippi and Western Florida have been served. C. M. LaFollette is in charge.



## PROOF OF A PACKER'S FISH STORY.

Here is G. D. Strauss, head of the Memphis Packing Corporation, just returned from a fishing trip. His gravity of expression is due to the weight and responsibility of 50 lbs. of fish in each hand.

"Just an indication," he writes, "that I like to do something else besides sell canners, cutters and bulls." He adds that he caught so many fish in Arkansas that the legislature passed a law increasing the fishing license fee to five times what it was previously.

Now you tell one!

## TRADE GLEANINGS

The Chambers Packing Co. is opening a new meat packing plant at Tumwater, Wash.

The Lockney Cotton Oil Co., Lockney, Tex., has increased its capital stock from \$250,000 to \$400,000.

The Southern Cotton Oil Co. is erecting an addition to its mill at Sheffield, Ala., at a cost of approximately \$40,000.

The Planters Cotton Oil Co. of Dallas, Tex., has been incorporated for \$400,000 by W. F. Pendleton, Joe Flaig and G. T. Davenport.

It is reported that the Beckham County Cooperative Oil Mill Association, Sayre, Okla., will construct an \$80,000 oil mill in the near future.

A company has been formed at New Iberia, La., to establish a meat packing plant there with \$50,000 capital, according to recent report. Carlos Bodin will be president and Fred Mohot, vice-president.

George A. Hormel & Co., Austin, Minn., have leased the properties formerly occupied by the Vicksburg Dressed Beef Co., at Vicksburg, Miss., and have remodeled them to meet the needs of a branch house with processing facilities. It is the intention to distribute Hormel products from this branch in refrigerated trucks especially built for this purpose. Four of these trucks will be used. The immediate Vicksburg trade territory will be served.

## CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on July 31, 1929, with comparisons, are reported by the Chicago Board of Trade as follows:

	July 31, 1929.	June 30, 1929.	July 31, 1928.
Mess pork, new, made since Oct. 1, '28, bris.	533	740	437
Other kinds of barreled pork, bris.	32,884	32,471	21,231
P. S. lard, made since Oct. 1, '28, lbs.	94,845,030	89,374,649	103,594,757
P. S. lard, made Oct. 1, '27, to Oct. 1, '28, lbs.	447,000	447,000	2,767,100
Other kinds of lard, lbs.	16,036,919	13,017,808	10,869,547
S. R. sides, made since Oct. 1, '28, lbs.	940,607	981,197	1,835,224
S. R. sides, made previous to Oct. 1, '28, lbs.			7,000
D. S. clear bellies, made since Oct. 1, '28, lbs.	27,857,514	28,705,072	23,292,174
D. S. rib bellies, made since Oct. 1, '28, lbs.	4,457,454	3,443,265	4,046,921
Extra S. C. sides, made since Oct. 1, '28, lbs.	327,947	206,175	177,593
D. S. short fat backs, lbs.	7,452,019	7,965,619	5,774,701
D. S. shoulders, lbs.			403,050
S. P. hams, lbs.	28,945,152	30,596,044	29,306,826
S. P. skinned hams, lbs.	20,309,350	20,111,778	18,113,941
S. P. bellies, lbs.	21,948,375	24,358,155	31,588,240
S. P. California or picnic, S. P. Boston shoulders, lbs.	11,565,518	13,880,542	10,048,994
S. P. shoulders, lbs.	198,644	178,975	61,529
Other cuts of meats, lbs.	8,087,336	8,031,420	10,408,345
Total cut meats, lbs.	132,089,916	138,967,242	135,239,478



# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on actual carlot trading, Thursday,  
Aug. 1, 1929.

Regular Hams.	
Green.	S. P.
8-10 .....	23 1/4
10-12 .....	23 1/4
12-14 .....	23 1/4
14-16 .....	21 1/4
16-18 .....	20 1/4
18-20 .....	20 1/4
10-16 range .....	21 1/4
16-22 range .....	20 1/4

## S. P. Boiling Hams.

H. Run.	
16-18 .....	21 1/4
18-20 .....	21 1/4
20-22 .....	21 1/4

## Skinned Hams.

Green.	
10-14 .....	22 1/4
14-16 .....	22 1/4
16-18 .....	22 1/4
18-20 .....	21 1/4
20-22 .....	19 1/4
22-24 .....	18 1/4
24-26 .....	17 1/4
26-30 .....	16 1/4
30-35 .....	16

## Picsins.

Green.	
4-6 .....	15
6-8 .....	14
8-10 .....	12 1/4
10-12 .....	12 1/4
12-14 .....	12 1/4

## Bellies.\*

Green.	
6-8 .....	21 1/4
8-10 .....	20
10-12 .....	18 1/4
12-14 .....	17 1/4
14-16 .....	16 1/4
16-18 .....	16 1/4

\*Square Cut and Seedless.

## D. S. Bellies.

Clear.	
14-16 .....	15 1/4
16-18 .....	15 1/4
18-20 .....	15
20-25 .....	14 1/4
25-30 .....	14 1/4
30-35 .....	14 1/4
35-40 .....	14 1/4
40-50 .....	14 1/4

## D. S. Fat Backs.

8-10 .....	10 1/4
10-12 .....	10 1/4
12-14 .....	11
14-16 .....	11 1/4
16-18 .....	12 1/4
18-20 .....	12 1/4
20-25 .....	13 1/4

## D. S. Rough Ribs.

45-50 .....	13 1/4
55-60 .....	13 1/4
65-70 .....	13
75-80 .....	12 1/4

## Other D. S. Meats.

Extra short clears .....	35-45
Extra short ribs .....	35-45
Regular plates .....	6-8
Clear plates .....	4-6
Jowl butts .....	9

## FUTURE PRICES.

SATURDAY, JULY 27, 1929.

Open.	High.	Low.	Close.
LARD—			
July .....	12.37 1/2	12.37 1/2	12.32 1/2 = b
Sept. .....	12.50	12.50	12.50ax
Oct. .....	12.57 1/2	12.57 1/2	12.57 1/2
Dec. .....	12.57 1/2	12.57 1/2	12.57 1/2
CLEAR BELLIES—			
July .....	14.75n	14.75n	14.75n
Sept. .....	14.85n	14.85n	14.85n
Oct. .....	14.85n	14.85n	14.85n
SHORT RIBS—			
July .....	13.25n	13.25n	13.25n
Sept. .....	13.62 1/2 n	13.62 1/2 n	13.62 1/2 n

MONDAY, JULY 29, 1929.

LARD—			
July .....	12.30	12.32 1/2	12.27 1/2 = b
Sept. .....	12.45	12.47 1/2	12.45 = ax
Oct. .....	12.55	12.57 1/2	12.50
Dec. .....	12.55	12.57 1/2	12.55ax
CLEAR BELLIES—			
July .....	14.85	14.85	14.75n
Sept. .....	14.85	14.85	14.72 1/2 ax
Oct. .....	14.75	14.75	14.75
SHORT RIBS—			
July .....	13.25n	13.25n	13.25n
Sept. .....	13.62 1/2 n	13.62 1/2 n	13.62 1/2 n

TUESDAY, JULY 30, 1929.

LARD—			
July .....	12.17 1/2	12.17 1/2	12.02 1/2 ax
Sept. .....	12.22 1/2	12.25	12.07 1/2
Oct. .....	12.40	12.40	12.25b
Dec. .....	12.50-45	12.50	12.35b
CLEAR BELLIES—			
July .....	14.55	14.67 1/2	14.65
Sept. .....	14.72 1/2	14.72 1/2	14.67 1/2
Oct. .....	14.72 1/2	14.72 1/2	14.72 1/2-67 1/2
SHORT RIBS—			
July .....	13.25ax	13.25ax	13.25ax
Sept. .....	13.50ax	13.50ax	13.50ax

WEDNESDAY, JULY 31, 1929.

LARD—			
July .....	12.17 1/2	12.17 1/2	12.10n
Sept. .....	12.35	12.35	12.17 1/2 b
Oct. .....	12.35	12.35	12.32 1/2 b
Dec. .....	12.35	12.40	12.40b
CLEAR BELLIES—			
July .....	14.70	14.85	14.80n
Sept. .....	14.70	14.85	14.85
Oct. .....	14.72 1/2	14.75	14.67 1/2
SHORT RIBS—			
July .....	13.25n	13.25n	13.25n
Sept. .....	13.50n	13.50n	13.50n

THURSDAY, AUGUST 1, 1929.

LARD—			
Sept. .....	12.20	12.20 =	12.17 1/2 ax
Oct. .....	12.37 1/2	12.37 1/2	12.32 1/2-32 1/2 =
Dec. .....	12.42 1/2	12.42 1/2	12.42 1/2 ax
CLEAR BELLIES—			
Sept. .....	14.82 1/2	14.82 1/2	14.82 1/2
Oct. .....	14.82 1/2	14.82 1/2	14.67 1/2 b
SHORT RIBS—			
Sept. .....	13.50n	13.50n	13.50n

FRIDAY, AUGUST 2, 1929.

LARD—			
Sept. .....	12.12 1/2	12.12 1/2	12.05 =
Oct. .....	12.25	12.25	12.22 1/2 b
Dec. .....	12.35 =	12.37 1/2	12.30 =
CLEAR BELLIES—			
Sept. .....	14.55	14.62 1/2	14.50
Oct. .....	14.35	14.65	14.65b
SHORT RIBS—			
Sept. .....	13.50n	13.50n	13.50n

Key: ax, asked; b, bid; n, nominal; = split.

## SLAUGHTERS IN NEW ZEALAND.

Slaughters in New Zealand for June, 1929, and for the 8-month season ended June, as reported by the New Zealand Producers' Board, with comparisons, produced the following meats:

## CHICAGO RETAIL MEATS

## Beef.

Week ended, July 31, 1929.		Cor. wk. 1928.	
No. 1.	No. 2.	No. 1.	No. 2.
Rib roast, hvy. end. 35	16	35	16
Rib roast, lt. end. 45	35	45	35
Chuck roast .....	32	27	30
Steaks, round .....	60	50	60
Steaks, sirloin 1st cut. 50	40	28	40
Steaks, porterhouse. 60	45	29	45
Steaks, flank .....	25	18	25
Beef stew, chuck .....	27	22	17
Corned briskets, boneless .....	28	24	18
Corned plates .....	20	18	20
Corned rumps, bails. 25	22	18	22

## Lamb.

Good.		Com.	
No. 1.	No. 2.	No. 1.	No. 2.
Hindquarters .....	35	33	40
Legs .....	36	34	42
Stews .....	22	15	25
Chops, shoulder .....	25	20	25
Chops, rib and loin. 40	25	60	25

## Mutton.

Legs .....	28	26	..
Stew .....	14	10	..
Shoulders .....	16	16	..
Chops, rib and loin. 35	..	35	..

## Pork.

Loins, 8@10 av. ....	30	@32	31	@34
Loins, 10@12 av. ....	28	@30	28	@30
Loins, 12@14 av. ....	24	@26	24	@26
Loins, 14 and over. ....	22	@22	20	@22
Chops .....	32	@32	36	@36
Shoulders .....	20	@22	22	@22
Butts .....	24	@26	24	@24
Spareribs .....	16	@17	16	@15
Hocks .....	12	@12	14	@14
Leaf lard, raw. ....	14	@14	12 1/2	@12 1/2

## Veal.

Hindquarters .....	35	@40	32	@36
Forequarters .....	24	@26	18	@24
Legs .....	35	@38	32	@36
Breasts .....	16	@22	14	@18
Shoulders .....	20	@22	12	@24
Cutlets .....	50	@50	45	@45
Rib and loin chops. ....	40	@40	40	@40

## Butchers' Offal.

Suet .....	4	@ 5 1/4
Shop fat .....	4	@ 3
Bone, per 100 lbs. ....	50	@50
Calf skins .....	18	@22
Kips .....	16	@21
Deacons .....	12	@12

## CURING MATERIALS.

Bbls.		Sacks.	
No. 1.	No. 2.	No. 1.	No. 2.
Nitrite of soda, 1 c. i. Chicago. ....	9%	..	..
Saltpetre, less than 25 bbl. lots, f.o.b. New York: .....	..	..	..
Dbl. refd. gran. ....	5%	5%	..
Small crystals .....	7%	..	..
Medium crystals .....	7%	..	..
Large crystals .....	8%	..	..
Dbl. rfd. gran. nitrate of soda. ....	3%	3%	..
Saltpetre, 25 bbl. lots, f.o.b. N. Y.: .....	..	..	..
Dbl. refd. gran. ....	5%	5%	..
Small crystals .....	7%	..	..
Medium crystals .....	7%	..	..
Large crystals .....	8%	..	..
Dbl. rfd. gran. nitrate of soda. ....	3%	3%	..
Boric acid, carloads, p.w.d., bbls. in 5-ton lots or more. ....	8%	8%	..
In bbls. in less than 5-ton lots. ....	9%	9%	..
Borax, carloads, powdered, in bbls. 5 in ton lots, gran. or pow., bbls. 5 .....	4%	4%	..
Salt—	..	..	..
Granulated, car lots, per ton, f.o.b. Chicago, bulk .....	\$6.60	..	..
Medium, carlots, per ton, f.o.b. Chicago, bulk .....	\$10	..	..
Rock, carlots, per ton, f.o.b. Chicago. ....	\$6.60	..	..
Sugar—	..	..	..
Raw sugar, 96 basis, f.o.b. New Orleans .....	@3.95	..	..
Second sugar, 90 basis. ....	None	..	..
Syrup testing 65 and 65 combined sucrose and invert, New York. ....	@.58	..	..
Standard gran. f.o.b. refiners (2%) .....	@5.50	..	..
Packers curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2% .....	@5.00	..	..
Packers curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2% .....	@4.90	..	..

## PURE VINEGARS

A. P. CALLAHAN &amp; COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ended July 31, 1929.	Cor. week, 1928.
Prime native steers.....	24 @25 1/2	25 @26
Good native steers.....	23 1/2 @24	23 @24
Medium steers.....	23 @23 1/2	22 @23
Helfers, good.....	23 @23	20 @25
Cows.....	17 @19	15 1/2 @18
Hind quarters, choice.....	27 @31	24 1/2 @30 1/2
Fore quarters, choice.....	20 @21	20 @21

## Beef Cuts.

Steer loins, No. 1.....	@43	@42
Steer loins, No. 2.....	@42	@39
Steer short loins, No. 1.....	@51	@48
Steer short loins, No. 2.....	@51	@48
Steer loin ends (hips).....	@34	@34
Steer loin ends, No. 2.....	@34	@34
Cow loins.....	@30	@30
Cow short loins.....	@37	@36
Beef loin ends (hips).....	@23	@24
Steer ribs, No. 1.....	@30	@30
Steer ribs, No. 2.....	@29	@32
Cow ribs, No. 2.....	@23	@22
Cow ribs, No. 3.....	@16	@15
Steer rounds, No. 1.....	@26	@25 1/2
Steer rounds, No. 2.....	@26	@25 1/2
Steer chucks, No. 1.....	@20	@18 1/2
Steer chucks, No. 2.....	@19 1/2	@18
Cow rounds.....	@22	@21
Cow chucks.....	@16 1/2	@14 1/2
Steer plates.....	@14 1/2	@14
Briskets, No. 1.....	@25	@22
Steer navel ends.....	@11	@11
Cow navel ends.....	@11	@11
Fore shanks.....	@11 1/2	@11 1/2
Hind shanks.....	@10	@9
Strip loins, No. 1.....	@45	@40
Strip loins, No. 2.....	@55	@55
Sirloin butts, No. 1.....	@40	@40
Sirloin butts, No. 2.....	@33	@32
Beef tenderloins, No. 1.....	@75	@75
Beef tenderloins, No. 2.....	@70	@70
Rump butts.....	@25	@20
Flank steaks.....	@27	@25
Shoulder clods.....	@21	@22
Hanging tenderloins.....	@20	@18

## Beef Products.

Brains (per lb.).....	@10	@10
Hearts.....	@14	@14
Tongues, 4 @ 5.....	35 @36	@35
Sweetbreads.....	@42	@42
Ox-tail, per lb.....	@15	@15
Fresh tripe, plain.....	7 @8	@8
Fresh tripe, H. C.....	@10	@8
Livers.....	@17	@22
Kidneys, per lb.....	@20	@15

## Veal.

Choice carcass.....	@26	@26
Good carcass.....	@20	@24
Good saddles.....	@30	@35
Good backs.....	@18	@22
Medium backs.....	@14	@15

## Veal Products.

Brains, each.....	@12	@12
Sweetbreads.....	@75	@75
Calf livers.....	@55	@60

## Lamb.

Choice lambs.....	@28	@32
Medium lambs.....	@26	@28
Choice saddles.....	@34	@34
Medium saddles.....	@32	@32
Choice fores.....	@24	@24
Medium fores.....	@20	@24
Lamb fries, per lb.....	@33	@33
Lamb tongues, per lb.....	@16	@15
Lamb kidneys, per lb.....	@30	@30

## Mutton.

Heavy sheep.....	@8	@10
Light sheep.....	@14	@16
Heavy saddles.....	@10	@12
Light saddles.....	@16	@18
Light fores.....	@7	@8
Mutton legs.....	@18	@21
Mutton loins.....	@20	@21
Mutton stew.....	@10	@10
Sheep tongues, per lb.....	@16	@15
Sheep heads, each.....	@2	@2

## Fresh Pork, Etc.

Pork loins, 8 @ 10 lbs. av.....	@27	@29
Plenic shoulders.....	@16 1/2	@15 1/2
Skinned shoulders.....	@17 1/2	@17 1/2
Tenderloins.....	@47	@50
Spare ribs.....	@13	@12
Back fat.....	@14	@13
Boston butts.....	@22	@22
Hocks.....	@13	@10
Tails.....	@12	@10
Neck bones.....	@4	@4
Slip bones.....	@14	@14
Blade bones.....	@14	@13
Pigs' feet.....	@7	4 1/2 @ 5
Kidneys, per lb.....	@11	@8
Livers.....	@7 1/2	6 @ 7 1/2
Brains.....	@14	@14
Ears.....	@7	@5
Snouts.....	@7	@7
Heads.....	@10	@8

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@29	@29
Country style sausage, fresh in link.....	@29	@29
Country style sausage, fresh in bulk.....	@29	@29
Country style sausage, smoked.....	@24	@24
Frankfurts in sheep casings.....	@25 1/2	@25 1/2
Frankfurts in hog casings.....	@24	@24
Bologna in beef bungs, choice.....	@21	@21
Bologna in cloth, paraffined, choice.....	@18 1/2	@18 1/2
Bologna in beef middles, choice.....	@20 1/2	@20 1/2
Liver sausage in hog bungs.....	@19	@19
Smoked liver sausage in hog bungs.....	@26	@26
Liver sausage in beef rounds.....	@15	@15
Head cheese.....	@18	@18
New England luncheon specialty.....	@31	@31
Mince luncheon specialty.....	@22	@22
Tongue sausage.....	@24	@24
Blood sausage.....	@18	@18
Polish sausage.....	@21 1/2	@21 1/2
Souse.....	@16	@16

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@51	@51
Thuringer Cervelat.....	@29	@29
Farmer.....	@35	@35
Holsteiner.....	@33	@33
B. C. Salami, choice.....	@22	@22
Milano Salami, choice, in hog bungs.....	@15	@15
B. C. Salami, new condition.....	@30	@30
Prisner, choice, in hog bungs.....	@25 1/2	@25 1/2
Genoa style Salami.....	@18 1/2	@18 1/2
Pepperoni.....	@18	@18
Mortadella, new condition.....	@21	@21
Capicola.....	@14 1/2	@14 1/2
Italian style hams.....	@14	@14
Virginia hams.....	@12	@12

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds.....		
Small tins, 2 to crate.....	\$7.25	
Large tins, 1 to crate.....	8.25	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate.....	8.50	
Large tins, 1 to crate.....	8.50	
Frankfurt style sausage in hog casings—		
Small tins, 2 to crate.....	8.00	
Large tins, 1 to crate.....	9.00	
Smoked link sausage in hog casings—		
Small tins, 2 to crate.....	7.50	
Large tins, 1 to crate.....	8.50	

## SAUSAGE MATERIALS.

Regular pork trimmings.....	@10 1/2	@10 1/2
Special lean pork trimmings.....	17 @17 1/2	@17 1/2
Extra lean pork trimmings.....	@19 1/2	@19 1/2
Neck bone trimmings.....	14 1/2 @15	@15
Pork cheek meat.....	@14	@14
Pork hearts.....	@11	@11
Native boneless hunk meat (heavy).....	@18	@18
Boneless chucks.....	@17	@17
Shank meat.....	@16 1/2	@16 1/2
Beef trimmings.....	@15	@15
Beef hearts.....	@11	@11
Beef cheeks (trimmed).....	14 1/2 @15	@15
Dressed canners, 200 lbs. and up.....	@12	@12
Dressed canners, 350 lbs. and up.....	@12 1/2	@12 1/2
Dr. bologna bulls, 500 @ 700 lbs.....	@14 1/2	@14 1/2
Cured pork tongues (can. trim).....	16 1/2 @17	@17

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)

Beef casings:		
Domestic round, 180 pack.....	@ 45	@ 45
Domestic round, 140 pack.....	@ 50	@ 50
Wide export rounds.....	@ 50	@ 50
Medium export rounds.....	@ 50	@ 50
Narrow export rounds.....	60 @ 65	@ 65
No. 1 weasands.....	17 1/2 @ 18	@ 18
No. 2 weasands.....	@ 10	@ 10
No. 1 bungs.....	38 @ 40	@ 40
No. 2 bungs.....	@ 25	@ 25
Regular middles.....	@11.0	@11.0
Selected wide middles.....	@2.35	@2.35
Dried bladders:		
12/15.....	@2.25	@2.25
10/12.....	@2.00	@2.00
8/10.....	@1.25	@1.25
6/8.....	@.85	@.85

## Hog casings:

Narrow, per 100 yds.....	@2.75	@2.75
Medium, regular, per 100 yds.....	@2.00	@2.00
Wide, per 100 yds.....	@1.00	@1.00
Extra wide, per 100 yds.....	@1.25	@1.25
Export bungs.....	33 @ 34	@ 34
Large prime bungs.....	@ 23	@ 23
Medium prime bungs.....	12 @ 13	@ 13
Small prime bungs.....	6 @ 7	@ 7
Middles.....	18 @ 20	@ 20
Stomachs.....	8 @ 10	@ 10

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$16.00	
Honeycomb tripe, 200-lb. bbl.....	23.00	
Pocket honeycomb tripe, 200-lb. bbl.....	24.00	
Pork feet, 200-lb. bbl.....	15.50	
Pork tongues, 200-lb. bbl.....	70.00	
Lamb tongues, long cut, 200-lb. bbl.....	58.00	
Lamb tongues, short cut, 200-lb. bbl.....	71.00	
Stew pork, regular.....	\$29.50	
Family back pork, 24 to 34 pieces.....	34.50	
Family back pork, 35 to 45 pieces.....	34.50	
Clear back pork, 40 to 50 pieces.....	28.50	
Clear plate pork, 25 to 35 pieces.....	21.50	
Brisket pork.....	25.00	
Bean pork.....	21.00	
Plate beef.....	28.00	
Extra plate beef, 200 lb. bbl.....	29.00	

## BARBELED PORK AND BEEF.

Stew pork, regular.....	\$29.50	
Family back pork, 24 to 34 pieces.....	34.50	
Family back pork, 35 to 45 pieces.....	34.50	
Clear back pork, 40 to 50 pieces.....	28.50	
Clear plate pork, 25 to 35 pieces.....	21.50	
Brisket pork.....	25.00	
Bean pork.....	21.00	
Plate beef.....	28.00	
Extra plate beef, 200 lb. bbl.....	29.00	

## COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.57 1/4 @1.60	
Oak pork barrels, black iron hoops.....	1.65 @1.67 1/4	
Ash pork barrels, galv. iron hoops.....	1.77 1/2 @1.80	
White oak ham tierces.....	3.12 @3.15	
Red oak ham tierces.....	2.42 1/2 @2.45	
White oak ham tierces.....	2.62 1/2 @2.65	

## OLEOMARGARINE.

Highest grade natural color animal fat		
margarine in 1-lb. cartons, rolls or		
prints, f.o.b. Chicago.....	@25	
White animal fat margarines.....		
cartons, rolls or prints, f.o.b. Chicago.....	@20 1/2	
Nut, 1-lb. cartons, f.o.b. Chicago.....	@17	
(30 and 60-lb. solid packed tubs, 1c		
per lb. less.).....		
Pastry, 60 lb. tubs, f.o.b. Chicago.....	@15	

## DRY SALT MEATS.

Extra short clears.....	@14	
Extra short ribs.....	@14	
Short clear middles, 60-lb. avg.....	@16	
Clear bellies, 18 @ 20 lbs.....	@14 1/2	
Clear bellies, 14 @ 16 lbs.....	@15 1/2	
Rib bellies, 20 @ 25 lbs.....	@14 1/2	
Rib bellies, 25 @ 30 lbs.....	@14 1/2	
Fat backs, 10 @ 12 lbs.....	@10 1/2	
Fat backs, 14 @ 16 lbs.....	@11 1/2	
Regular plates.....	@11 1/2	
Butts.....	@ 9	

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14 @ 16 lbs.....	@30	
Fancy skd. hams, 14 @ 16 lbs.....	@31 1/2	
Standard reg. hams, 14 @ 16 lbs.....	@28 1/2	
Picnics, 4 @ 8 lbs.....	@21	
Fancy bacon, 6 @ 8 lbs.....	@24	
Standard bacon, 6 @ 8 lbs.....	@28 1/2	
No. 1 beef ham sets, smoked—		
insides, 8 @ 12 lbs.....	@50	
outsides, 5 @ 9 lbs.....	@42	
Knuckles, 5 @ 9 lbs.....	@47	
Cooked hams, choice, skin on, fattened.....	@44	
Cooked hams, choice, skinned, fattened.....	@43	
Cooked hams, choice, skinned, fattened.....	@47	
Cooked picnics, skin on, fattened.....	@28	
Cooked picnics, skinned, fattened.....	@29	
Cooked loin roll, smoked.....	@48	

## ANIMAL OILS.

Prime edible lard oil (max. 1/4 f.f.a.).....	@14 1/2	
Headlight burning (max. 1/4 f.f.a.).....	@12 1/2	
Prime W. S. lard (max. 2% f.f.a.).....	@11 1/2	
Extra W. S. lard oil (2-4% f.f.a.).....	@11 1/2	
Extra lard (3-7% f.f.a.).....	@11 1/2	
Extra No. 1 lard (7-15% f.f.a.).....	@10 1/2	
No. 1 lard (15-20% f.f.a.).....	@10 1/2	
No. 2 lard (20-25% f.f.a.).....	@10 1/2	
Acidless tallow (1/2 f.f.a.).....	@ 9 1/2	
20" D. O. T. neatfoot (max. 1% f.f.a.).....	@17 1/2	
Pure neatfoot (max. 1% f.f.a.).....	@13	
Special neatfoot (max. 5% f.f.a.).....	@11 1/2	
Extra neatfoot (max. 12% f.f.a.).....	@11 1/2	
No. 1 neatfoot (max. 18% f.f.a.).....	@10 1/2	
Oil weighs 7 1/2 lbs. per gallon. Barrels contain		
about 50 gals. each. Prices are for oil in barrels.		

## LARD.

Prime steam.....	@12.12 1/2	
Prime steam, loose.....	@11.37 1/2	
Kettle rendered, tierces.....	@11.00	
Refined lard, boxes, N. Y.....	@13.00	
Leaf, raw.....	@11.00	
Neutral, in tierces.....	@13.25	
Compound, acc. to quantity.....	11.25 @11.50	

## OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces.....	10 1/2 @10 1/2	
Oleo stocks.....	9 1/2 @10	
Prime No. 1 oleo oil.....	@ 9 1/2	
Prime No. 2 oleo oil.....	@ 9 1/2	
Prime No. 3 oleo oil.....	@ 9 1/2	
Prime oleo stearine, edible.....	9 1/2 @10	

## TALLOWES AND GREASES.

Edible tallow, under 1% acid, 45 titre.....	8 1/2 @ 8 1/2	
Prime packers tallow.....	8 1/2 @ 8 1/2	
No. 1 tallow, 10% f.f.a.....	7 1/2 @ 7 1/2	
No. 2 tallow, 40% f.f.a.....	6 @ 7	
Choice white grease.....	8 @ 8 1/2	
A-White grease.....	7 1/2 @ 7 1/2	
B-White grease, max. 5% acid.....	7 1/2 @ 7 1/2	
Yellow grease, 10 @ 15% f.f.a.....	7 1/2 @ 7 1/2	
Brown grease, 40% f.f.a.....	6 1/2 @ 7	

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.	
Valley points, nom., prompt.....	7% @ 8
White, deodorized, in bbls., c.a.f. Chgo.	10 1/2 @ 10 1/2
Yellow, deodorized, in bbls.....	10 1/2 @ 10 1/2
Soap stock, 50% f.f.a., f.o.b.....	24 @ 24
Corn oil, in tanks, f.o.b. mills.....	7% @ 8
Soya bean, f.o.b. mill.....	8 1/2 @ 8 1/2
Cocoyant oil, seller's tanks, f.o.b. coast	7 @ 7 1/2
Refined in bbls., c.a.f., Chicago, nom.....	9 1/2 @ 9 1/2

# Retail Section

## Watching Delivery Costs Helps Retailer to Check Profit Leaks

Every retail meat dealer keeps close records of what his merchandise costs him and also what he gets for it when sold over the counter.

But when it comes to delivery expenses, too many dealers neglect to keep close, accurate records of everything entering into this charge against the business.

It pays to keep close track of what it costs you to deliver your goods to customers. Many dealers complain of a small margin of profit, laying the blame on high costs of product and low selling prices, without a thought for high delivery charges.

If delivery costs are too high for the volume of business you are doing, the only thing which will reveal this condition is accurate records.

The following article by a practical meat merchant tells what items properly belong in a delivery account, and illustrates how such an account should be handled by the dealer's bookkeeper.

Mr. Weber is one of the best known meat merchants on the Pacific Coast. This is one of several of his practical articles which have appeared in *The National Provisioner*.

### Retail Delivery Expense

By M. F. Weber.

Almost every independent retail meat dealer has a delivery system of some kind. They make their deliveries with bicycle, motorcycle or an automobile truck, or they may employ a parcel delivery to deliver their packages.

The bicycle delivery system is apparently obsolete. The motorcycle is being used considerably, but due to climatic conditions in the several parts of the country, and because the drivers are exposed to the elements, many retailers have abandoned their use.

In employing the parcel delivery system, the retailer knows exactly what the delivery expenses are, but in the meat business it has not been extensively adopted for several reasons.

### Small Motor Truck Proves Worth.

From a practical and economical standpoint, the small auto truck has

proved to be the best for service. The expenses in connection with the delivery have become very important as a factor in the figuring of the overhead expenses.

The retailer is practically compelled to deliver. Therefore it becomes necessary to keep an accurate record of delivery expenses.

The following items should be regarded as delivery expenses: Garage rent, gasoline, oil, tires, licenses, taxes and insurance, repairs, delivery wages and depreciation.

### Don't Overlook Depreciation.

The last item, depreciation, because of its intangible nature is often overlooked as an expense item. But it should be regarded as one of the most important factors.

It is generally accepted that depreciation on automobiles should be figured at 25 per cent per year of the purchase price, but in many instances it will amount to 50 per cent, depending upon how extensively the cars are used.

For example—if the purchase price of a car is \$600.00, and at the end of the first year the "trade-in" value is \$450.00, then it would have depreciated \$150.00 or \$12.50 per month, 25 per cent of the purchase price. If the car is used steadily and is in poor shape, and the "trade-in" value is \$300.00, it has depreciated \$300.00 or \$25.00 per month, 50 per cent of the purchase price.

### Handling a Delivery Account.

To keep an accurate record of delivery expenses, a column in the dealer's cash book should be reserved for this purpose. In this way an accurate total of the delivery expenses will be obtained.

The following monthly sample cash book sheet illustrates how a column is reserved and used for delivery expenses. The figures used in this illustration have been taken at random and are used to show the simplicity of keeping a record of this kind.

### RETAIL MEAT DEALER'S MONTHLY CASH BOOK SHEET.

Showing columns reserved for delivery expenses, and number of packages delivered.

Date	To Whom	Amt. Paid.	Merch. Purch.	Shop Rent	Shop Exps.	Deliv. Exps.	No. of Pkg. Del.
	Garage rent	\$ 5.00				\$ 5.00	
	Gasoline	25.00				25.00	
	Oil	5.00				5.00	
	Tires	7.00				7.00	
	License, taxes, ins.	6.25				6.25	
	Repairs	9.25				9.25	
	Delivery wages	105.00				105.00	
	Depreciation	12.50				12.50	
	Per month	\$175.00				\$175.00	
	Number of Packages Delivered						1,300

### NEWS OF THE RETAILERS.

Harold O. Williams has opened a meat market in Lillard's Grocery Store, Davis, Calif.

J. M. Catarino will engage in the meat and grocery business at Hughson, Calif.

The Mutual Stores, Inc., Patterson, Calif., has added a meat department, in charge of J. F. Koreek.

The G. W. Kelly Co., Corcoran, Calif., will add a meat department to its grocery store.

John M. Nicholson is adding a meat department to his grocery store at Parlier, Calif.

The R. S. Price meat market, Cherokee, Kan., has been sold to Billy Batten.

Brychta Brothers have purchased the meat market of Carl Paradies at Barnes, Kan.

Hogan's Cash Grocery, Plains, Kan., is installing a meat department.

L. A. Curtis is adding a meat department to the grocery store recently purchased at Beaver, Okla.

J. J. Bartlett has engaged in the meat and grocery business in the Wm. Harris building, McLouth, Kan., with Bert Gremis as manager.

Harry Beaston has leased his West End Meat Market, Marion, Kan., to Jay Beaston and Ira Turner.

C. S. Wigfield has engaged in the meat and grocery business at 1926 Arlington ave., Toledo, O.

W. T. Naragon has sold his meat and grocery business at Osborn, O., to the E. W. Fulmer Co.

Boyd White, formerly of Kingston, O., will open a meat market at Greenfield, O.

Lou Abraham has sold his City Market, Auburn, Wash., to Seth Thomas.

The Strix-Fix Market, Tacoma, Wash., has opened in the meat and grocery business with capital of \$10,000.

C. E. Blackwell & Co. have succeeded to the meat and grocery business of H. L. Washburn at Brewster, Wash.

Marion Stephenson has purchased the meat market opened late in 1928 at Danvers, Ill., by S. H. Gilbert and has taken possession.

The new grocery store and meat market at Waukegan, Ill., owned by the Cooperative Trading Co., was formally opened on July 13 at 1914-1916 Grand ave.

The R. D. Cramer Meat Market, Bloomfield, Ia., was destroyed by fire recently.

J. H. Gruenwald has sold his meat market at DeWitt, Ia., to H. A. Ferguson.

F. S. Crone, who recently purchased the Mack Conner estate grocery, Washington, Ia., will open a meat market in conjunction with the store.

Ficklin Brothers, Excelsior Springs, Mo., have purchased the Grocery and Meat Market of S. W. Gardner.

Members of the Minneapolis Retail Meat Dealers' Association held their Fenske was in charge of the picnic, at annual picnic recently at Webb's grounds, Bass Lake, Minnesota. A. H. which a truckload of meats was given away in prizes to winners of the various competitions held.



## Tell More About Lamb

### National Campaign to be Re-opened in New Territory

Extensive new territory is to be covered in the national lamb consumption campaign during the next two months. The schedule for August and September, just announced, includes eighteen cities in six states. Future programs will be arranged as the campaign progresses.

September will mark the second anniversary of the lamb campaign which was inaugurated by the National Wool Growers Association and later participated in by the lamb feeders of Colorado and Nebraska.

Up to the present time the message of lamb has been carried into 87 representative cities from coast to coast, and at the end of the two-year period the number of cities will stand at 105, as reported by the National Live Stock and Meat Board.

#### Great Success of the Plan.

This movement in behalf of lamb is without precedent in the entire history of the industry. In taking stock of the campaign's accomplishments as its second anniversary draws near, the fact that its success has been phenomenal is outstanding.

Packers, retailers, housewives, teachers and many others across the width and breadth of the country have turned out by the thousands to witness the new lamb cutting methods and have indorsed them whole-heartedly. There is every assurance that equal or even greater success is in store for the campaign in the future.

The employment of Max O. Cullen, cutting specialist, and close student of the subject of meat, is announced with the launching of the August campaign.

Mr. Cullen made his bow in the lamb work at the annual convention of the



MAX O. CULLEN.

Lamb Demonstration Specialist, National Live Stock and Meat Board.

Wyoming Wool Growers Association at Casper, Wyo., on July 19. His clever handling of the knives and saw in apportioning the lamb carcass won loud applause from some 400 wool growers and local housewives who made up the audience. On July 30 he displayed his wares before the Colorado State Wool Growers Association in session at Monte Vista, Colo., where his skill again won approval.

August 5 will mark the beginning of the new program for retailers, packers, and consumers, the first meetings to be held at Racine, Wis. The complete itinerary of August and September meetings is as follows:

Racine, Wis., Aug. 5, 6.  
Kenosha, Wis., Aug. 7, 8.  
Waukegan, Ill., Aug. 9, 10.  
South Bend, Ind., Aug. 12, 13, 14.  
Fort Wayne, Ind., Aug. 15, 16, 17.  
Jackson, Mich., Aug. 19, 20, 21.  
Lansing, Mich., Aug. 22, 23, 24.  
Grand Rapids, Mich., Aug. 26, 27, 28.  
Saginaw, Mich., Aug. 29, 30, 31.  
Flint, Mich., Sept. 3, 4.  
Pontiac, Mich., Sept. 5, 6, 7.  
Detroit, Mich., Sept. 9, 10, 11.  
Erie, Pa., Sept. 12, 13, 14.  
Akron, Ohio, Sept. 16, 17, 18.  
Youngstown, Ohio, Sept. 19, 20, 21.  
Canton, Ohio, Sept. 23, 24.  
Lima, Ohio, Sept. 25.  
Dayton, Ohio, Sept. 26, 27, 28, 30.

#### ASKS MERCHANDISING SCHOOLS.

Education of retail dealers to better merchandising is suggested in a communication from a wholesaler to officials of the U. S. Department of Commerce conducting the Louisville, Ky., grocery survey, according to recent announcement by the Department. The letter suggested high school and night school courses on merchandising methods as a means for eliminating much of the present inefficiency in retail food distribution.

Among other suggestions for such courses, the writer of the letter stated that students should be taught the following: How to keep a simple set of books; when expenses reach the danger point; how to pass on credit applications; how to figure costs; how to keep expenses down; when to deliver; what to expect in turnover; how to handle unprofitable items; store arrangement and window decoration; how to advertise, and sanitation and cleanliness.



TELLING A WHOLE STATE OF THE MERITS OF A MEAT PRODUCT.

The sign shown in the picture is attached to the rear of every motor bus of the Colorado Motor Way Co., and is the only advertising permitted on these buses, which cover thousands of miles daily. No charge is made for the privilege.

In the picture, left to right: I. F. Haines, Rocky Ford, Colo.; Cullen Wright, Scotts Bluff, Neb.; Ralph Graham, Ft. Morgan, Colo.; Senator N. C. Warren, Ft. Collins, Colo.; Mrs. R. L. Broderick, Ft. Collins; S. K. Warrick, Scotts Bluff; W. M. Ross, Gibbon, Neb.; Chas. Mason, Ft. Morgan, Colo.; R. C. Pollock, Chicago, general manager National Live Stock and Meat Board.

# New York Section

## AMONG RETAIL MEAT DEALERS.

At the recent convention of the New York State Association of Retail Meat Dealers the matter of closing retail meat shops at eight o'clock Saturday evenings was discussed, and considered by all to be a very good plan to adopt. The Jamaica Branch, although organized only two years, has been sufficiently progressive to endeavor to carry out this new idea, with the result that over one-third of its members are now closing their shops at eight o'clock Saturday evenings. It is hoped that before long all other retailers affiliated with the various branches will follow the good example set by the Jamaica Branch. William Wild, who was elected vice president of the State Association, is the father of this early-closing plan and anxious to see it adopted.

Just to see what the younger generation can do in the matter of arranging and managing large affairs, Ye Olde New York Branch has appointed Lester Kirschbaum as chairman of the annual banquet and ball committee. Other members of this committee are Harold Freirich, A. Kleblatt, Robert Hettrick, Jack Gutfreund and H. Steinthal. Isidore Bloch will be treasurer, while L. O. Washington will serve as secretary.

The New York State Association is planning to hold a big mass meeting on the evening of August 15th, on Staten Island, to revive activities at that point and to build up the branches. Many of the New York City members will attend the meeting and matters of interest to all members will be discussed.

Charles Hembdt, president of Washington Heights Branch, and Mrs. Hembdt, president of the Ladies' Auxiliary, with their three daughters, started a two weeks' vacation last Sunday by celebrating Mr. Hembdt's birthday in their country home, Croton on the Hudson.

Mrs. William Kramer, an active member of the Ladies' Auxiliary, and Mr. Kramer, vice president of Kramer Brothers, celebrated on Sunday by a dinner, their birthdays, Mrs. Kramer's occurring on Saturday and Mr. Kramer's on Monday.

Mr. and Mrs. George Anselm, with their son and daughter, are having a vacation at Lake George, N. Y.

## BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal and city inspection at Boston for the week ended July 27, 1929, with comparisons:

	Week ended July 27.	Prev. week.	Cor. week. 1928.
Western dressed meats:			
Steers, carcasses	2,457	2,433	2,319
Cows, carcasses	1,374	1,116	1,164
Bulls, carcasses	8	19	23
Veals, carcasses	650	882	1,383
Lambs, carcasses	15,076	15,075	12,797
Mutton, carcasses	905	779	799
Pork, lbs.	457,795	521,556	252,642
Local slaughters:			
Cattle	1,298	1,336	1,108
Calves	1,541	1,236	1,215
Hogs	12,337	13,890	10,710
Sheep	2,367	6,780	3,007

## NEW YORK NEWS NOTES.

W. D. Hoffman, comptroller, Wilson & Co., Chicago, motored East and spent last week in New York.

G. M. Pelton, comptroller, Swift & Company, Chicago, visited the Jersey City plant during the past week.

Walter Blumenthal, president of the United Dressed Beef Company, spent the week-end at Atlantic City, N. J.

Frank L. Goodreaux, soap department, Swift & Company, left New York last week for a three weeks' vacation.

Fred B. Cooper, packinghouse products broker, is vacationing at his summer home at Martha's Vineyard, Mass.

Samuel Goldsmith, meat grader, U. S. Bureau of Agricultural Economics, New York office, is vacationing in the Catskills.

C. A. Cordes, export manager, F. A. Ferris & Co. branch of Stahl-Meyer, Inc., is spending his vacation in the Berkshires.

T. McCormack, advertising department, Armour and Company, Chicago, has been visiting in New York.

J. W. Burns, United Chemical and Organic Products Co., Chicago, spent a few days in New York during the past week.

William Hanrahan, plant superintendent, F. A. Ferris & Co. branch of Stahl-Meyer, Inc., is enjoying a well earned vacation.

Frank Myers, credit manager, F. A. Ferris & Co. branch of Stahl-Meyer, Inc., is spending his vacation at Atlantic City, N. J.

J. A. Grace, of the West 14th Street branch of Cudahy Packing Co., will spend his vacation in the Berkshires, leaving New York the latter part of next week.

Robert Brownlee, office manager for Conron Brothers Co., at the Bronx headquarters, is spending a two weeks' vacation at Greenville, N. Y., with his wife and son.

Miss Anna Brautigan, for many years a member of the Bronx branch staff of Conron Brothers Co., has just returned from a most restful vacation at Alexandria Bay, N. Y.

Raymond Suarez, foreign representative, F. A. Ferris & Co. branch of Stahl-Meyer, Inc., will leave New York next week on an extended trip to Central and South Americas.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ended July 27, 1929: Meat—Manhattan, 253 lbs. Fish—Manhattan, 316 lbs. Poultry and Game—Manhattan, 10 lbs.

## PACKER AUDITOR GOES HIGHER.

J. A. McHugh, who was employed by Wilson & Co., for nearly 20 years, resigned from his position as office and credit manager of the New York plant on July 27th for the purpose of affiliating himself with the Westchester-Biltmore Country Club at Purchase, New York, where he will act in the capacity of managing director. Mr. McHugh's first position with Wilson & Co. was as bookkeeper in one of the branch houses. His honesty and dependability won for him steady advancement, and he has held such important posts as auditor in the Boston and New York territory, Eastern credit manager, and assistant secretary of the company. His new connection will bring him in contact with men of high financial and business standing.

During his many years with Wilson & Co., Mr. McHugh made countless friends in the trade, as well as throughout his own organization, and the regard he enjoyed was expressed on the evening of July 25th when the heads of departments and the various branch house managers tendered him a surprise dinner at the Arena restaurant. A very useful gift was presented to him which will serve as a reminder of his friends at the New York plant.

C. R. Harriman, office and credit manager of Wilson & Co., Oklahoma City plant, succeeds Mr. McHugh.

## NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended July 27, 1929, with comparisons:

	Week ended July 27.	Prev. week.	Cor. week. 1928.
Westn. drsd. mts:			
Steers, carcasses	8,690	8,526	6,138½
Cows, carcasses	646	541	343
Bulls, carcasses	14	12	128
Veals, carcasses	9,996	6,532	6,072
Lambs, carcasses	21,780	23,505	21,297
Mutton, carcasses	3,513	2,379	2,555
Beef cuts, lbs.	339,186	497,737	115,636
Pork cuts, lbs.	1,401,042	1,329,430	853,293
Local slaughters:			
Cattle	8,626	8,534	7,788
Calves	13,975	11,352	11,253
Hogs	32,641	35,863	37,100
Sheep	59,589	60,354	51,658

## PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended July 27, 1929:

	Week ended July 27.	Prev. week.	Cor. week. 1928.
Western dressed meats:			
Steers, carcasses	2,310	2,301	1,901
Cows, carcasses	1,604	760	1,638
Bulls, carcasses	417	422	284
Veals, carcasses	1,404	1,328	2,238
Lambs, carcasses	9,427	9,008	9,353
Mutton, carcasses	1,645	1,141	930
Pork, lbs.	402,026	355,202	329,453
Local slaughters:			
Cattle	1,281	1,328	1,137
Calves	2,588	1,977	1,954
Hogs	14,321	6,485	12,790
Sheep	6,529	13,293	4,355

## CANADIAN MEAT EXPORTS.

Exports of livestock and meats from Canada to the United States for June, 1929, and the six months ended June:

	June, 1929.	June, 1928.	6 mos. ended June, 1929.	6 mos. ended June, 1928.
Livestock, No.—				
Cattle	7,303	8,302	40,532	42,553
Calves	13,103	10,758	45,500	39,816
Hogs	372	1,261	1,180	20,444
Sheep	222	100	5,658	3,648
Meats, lbs.:				
Beef	1,957,800	2,975,000	11,316,400	17,276,500
Bacon	2,805,800	3,538,900	14,633,100	21,505,300
Pork	1,727,000	680,900	5,206,600	5,007,300
Mutton	10,100	22,800	187,700	215,300

# A "RED HOT" TIP

## MADISON SQUARE GARDEN CORPORATION

49<sup>th</sup> AND 50<sup>th</sup> STREETS-EIGHTH AVENUE

NEW YORK

June 25, 1929.

Mr. Frank M. Firor, President,  
Adolf Gobel Inc., Manhattan Division,  
40th Street & 11th Avenue,  
New York City.

Dear Mr. Firor,

As the season has drawn to a close, you will find enclosed our contract for the ensuing year. Undoubtedly you will be very pleased to learn that we can only pass on very commendable compliments on the service, quality and cooperation that you have given us and also take pleasure in informing you that since we have handled the Skinless Frankfurters, our business has doubled itself, and hope that we can continue on to increase the sales of these Skinless Frankfurters in the future.

Very truly yours,

MADISON SQUARE GARDEN CORP.

BY *Sol E. Granet*

SOL E. GRANET  
ADVERTISING & CONCESSION DEPTS.

BMG/RA



Get the concession business every time

with

# NoJax

# Skinless Franks

The Visking Corporation  
4311 So. Justine St.  
Chicago

—write to either—

Visking Eastern Sales Corp.  
724 Eleventh St. N. W.  
Washington, D. C.

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# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good	\$14.25@15.35
Steers, medium	12.50@14.25
Cows, common and medium	6.75@ 9.00
Bulls, medium	6.75@10.00

## LIVE CALVES.

Vealers, good to choice	15.25@18.50
Vealers, medium	10.25@15.25

## LIVE SHEEP AND LAMBS.

Lambs, good to choice	13.25@14.00
Lambs, medium	11.50@13.25
Lambs, common	9.00@11.50
Ewes, medium to choice	4.50@ 7.00

## LIVE HOGS.

Hogs, 160-210 lbs.	\$ @12.25
Hogs, medium	@12.25
Hogs, 120 lbs.	@12.25
Roughs	@11.50
Good Roughs	@11.50

## DRESSED HOGS.

Hogs, heavy	@18 1/4
Hogs, 180 lbs.	@18 1/4
Pigs, 80 lbs.	@18 1/2
Pigs, 80-140 lbs.	@18

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy	26 1/4 @27 1/4
Choice, native light	27 @27 1/4
Native, common to fair	24 1/4 @26

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	25 @26
Native choice yearlings, 400@600 lbs.	25 @26 1/4
Good to choice heifers	24 @25
Good to choice cows	22 @23
Common to fair cows	20 @21
Fresh bologna bulls	17 @18

## BEEF CUTS.

	Western.	City.
No. 1 ribs	@32	32 @34
No. 2 ribs	28 @30	30 @31
No. 3 ribs	25 @27	28 @29
No. 1 loins	@40	40 @44
No. 2 loins	36 @38	36 @41
No. 3 loins	30 @35	32 @35
No. 1 hinds and ribs	31 @33	31 @34
No. 2 hinds and ribs	30 @31	30 @31
No. 3 hinds and ribs	28 @29	28 @29
No. 1 rounds	@27	27 @28
No. 2 rounds	24 @25	24 @26
No. 3 rounds	22 @23	22 @23
No. 1 chucks	22 @23	22 @23
No. 2 chucks	21 @22	21 @22
No. 3 chucks	19 @20	20 @21
Bolognas	17 @18	18 1/2 @19
Rolls, reg., 6@8 lbs. avg.	22 @23	22 @23
Rolls, reg., 4@6 lbs. avg.	17 @18	17 @18
Tenderloins, 4@6 lbs. avg.	19 @20	19 @20
Tenderloins, 5@6 lbs. avg.	18 @19	18 @19
Shoulder clods	10 @11	

## DRESSED VEAL AND CALF.

Prime veal	@31
Good to choice veal	28 @30
Med. to common veal	15 @21
Good to choice calves	21 @25
Med. to common calves	17 @21

## DRESSED SHEEP AND LAMBS.

Lambs, prime	33 @35
Lambs, good	30 @32
Sheep, good	19 @21
Sheep, medium	15 @17

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	27 @28
Pork tenderloins, fresh	58 @60
Pork tenderloins, frozen	55 @56
Shoulders, city, 10@12 lbs. avg.	19 @20
Shoulders, Western, 10@12 lbs.	18 @19
Butts, boneless, Western	27 @28
Butts, regular, Western	24 @25
Hams, Western, fresh, 10@12 lbs. avg.	27 @28
Hams, city, fresh, 8@10 lbs. avg.	28 @29
Picnic hams, Western, fresh, 6@8 lbs.	25 @26
Picnic hams, city, fresh	15 @16
Pork trimmings, extra lean	25 @26
Pork trimmings, regular, 50% lean	15 @16
Spareribs, fresh	16 @17

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	27 @28
Hams, 10@12 lbs. avg.	27 @28
Hams, 12@14 lbs. avg.	26 1/4 @27 1/4
Picnics, 4@6 lbs. avg.	18 @19
Picnics, 6@8 lbs. avg.	17 1/2 @18 1/2
Rollettes, 6@8 lbs. avg.	18 1/4 @19 1/4
Beef tongue, light	32 @34
Beef tongue, heavy	34 @36
Racon, boneless, Western	23 @24
Racon, boneless, city	22 @23
Pickled bellies, 8@10 lbs. avg.	19 @20

## FANCY MEATS.

Fresh steer tongues, untrimmed	30c a pound
Fresh steer tongues, l. c. trim'd	42c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	81.00 a pair
Beef kidneys	20c a pound
Mutton kidneys	11c each
Livers, beef	35c a pound
Oxtails	16c a pound
Beef hanging tenders	28c a pound
Lamb fries	10c a pair

## BUTCHERS' FAT.

Shop fat	@ 2
Breast fat	@ 4
Edible suet	@ 5 1/4
Cond. suet	@ 4 1/4

## GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	21	2.30	2.50	2.70	3.75
Prime No. 2 veals	19	2.10	2.25	2.45	3.50
Buttermilk No. 1	18	1.95	2.15	2.35	...
Buttermilk No. 2	16	1.75	1.90	2.10	...
Branded Gruby	10	1.15	1.20	1.40	1.95
Number 3					At value

## LIVE POULTRY.

Fowls, colored, per lb. via freight	30 @32
Ducks	@20

## BUTTER.

Creamery, extras (92 score)	43 1/4 @43 1/4
Creamery, firsts (88 to 89 score)	40 @41 1/4
Creamery, seconds (84 to 87 score)	39 @39 1/4
Creamery, lower grades	38 @38 1/4

## EGGS.

(Mixed colors.)

Extras, dozen	35 @36
Extra firsts, doz.	34 @34 1/4
Extras, doz.	33 @33 1/4
Checks	28 @30

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	32 @34
Western, 48 to 54 lbs. to dozen, lb.	32 @34
Western, 43 to 47 lbs. to dozen, lb.	32 @34
Western, 36 to 42 lbs. to dozen, lb.	31 @33
Western, 30 to 35 lbs. to dozen, lb.	30 @32
Fowls—fresh—dry pkd.—12 to box—prime to fry:	
Western, 60 to 65 lbs. to dozen, lb.	35 @36
Western, 48 to 54 lbs. to dozen, lb.	35 @36
Western, 43 to 47 lbs. to dozen, lb.	35 @36
Western, 36 to 42 lbs. to dozen, lb.	34 @35
Western, 30 to 35 lbs. to dozen, lb.	33 @34
Ducks—	
Long Island, per lb.	21 @24
Turkeys—	
Western, toms, fair to good	25 @30
Western, hens, fair to good	27 @33
Squabs—	
White, ungraded, per lb.	40 @45

Chickens, roasters—froz.—12 to box—prime to fry:	
Western, 60 to 65 lbs., per lb.	40 @43
Western, 48 to 54 lbs., per lb.	37 @39
Western, 43 to 47 lbs., per lb.	35 @37
Chickens, fryers—froz.—12 to box—prime to fry:	
Western, 36@42 lbs., per lb.	35 @37

## BUTTER AT FOUR MARKETS.

Wholesale prices of 82 score butter at Chicago, New York, Boston and Philadelphia, week ended July 25, 1929:

	July 19	20	22	23	24	25
Chicago	41 1/4	41 1/4	41 1/4	41 1/4	41 1/4	42 1/4
New York	42 1/4	42	42	42	42 1/4	43 1/4
Boston	42 1/4	42 1/4	42 1/4	42 1/4	42 1/4	43 1/4
Phila.	43 1/4	43	43	43	43 1/4	44 1/4

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

	41 1/4	41 1/4	41 1/4	41 1/4	41 1/4	42 1/4
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Receipts of butter by cities (tubs):

	Wk. to Prev.	Last	—Since Jan. 1—
	July 25.	July 25.	July 25.
Chicago	49,329	49,588	47,084
N. Y.	60,943	70,722	61,020
Boston	23,739	24,880	25,036
Phila.	17,395	21,161	20,723

Total 151,406 166,351 155,473 5,680,981 5,458,967

Cold storage movement (lbs.):

	In	Out	On hand	Same
	July 25.	July 25.	July 26.	week-day
				last year.
Chicago	227,144	18,350	25,321	317
New York	171,188	41,504	18,615	452
Boston	118,133	24,168	9,032	511
Phila.	209,824	6,770	6,120	753
Total	726,289	90,798	50,060	333

## FERTILIZER MATERIALS.

BAISIS NEW YORK DELIVERY.

### Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.15
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.30
Blood, dried, 15-16% per unit	@ 4.25
Fish scrap, dried, 11% ammonia 10% B. P. L., f.o.b. fish factory	4.00 & 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.75 & 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	3.50 & 50c
Soda Nitrate, in bags, 100 lbs. spot	@ 2.10
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.30 & 10c
Tankage, unground, 9@10% ammo	4.00 & 10c

### Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@28.00
Bone meal, raw, 4 1/2 and 50 bags, per ton	@36.50
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 9.50

### Potash.

Manure salt, 20% bulk, per ton	@12.50
Kalnit, 12.4% bulk, per ton	@ 9.10
Muriate in bags, basis 80%, per ton	@36.75
Sulphate in bags, basis 90%, per ton	@47.75

### Beef.

Cracklings, 50% unground	@ 1.00
Cracklings, 90% unground	@ 1.10

### Meat Scraps, Ground.

50%	@58.00
55%	@62.00

## BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	95.00@125.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 85.00
Black or striped hoofs, per ton	45.00@ 50.00
White hoofs, per ton	@ 75.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@110.00
Horns, according to grade	75.00@200.00

## NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended July 27, 1929, are officially reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,571	7,963	2,075	40,483
Central Union	2,780	1,720	...	13,083
New York	500	4,361	16,042	4,529
Total	7,911	14,044	18,117	58,055
Previous week	6,895	14,200	17,749	67,367
Two weeks ago	7,477	13,149	20,643	69,171

## Lincoln Farms Products Corporation

Collectors and Renderers of

## Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.

NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N.J.

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Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

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NEW YORK, N. Y.

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